

Your growth is our business.

On the road to a bright
future in Erie County.

**Erie County
Business
Assistance
Directory**





Erie County Business Assistance Directory

CONTENTS

1.	ALPHABETICAL AGENCY INDEX	2
2.	ALPHABETICAL NAME INDEX	3
3.	SUBJECT INDEX	6
	ECONOMIC DEVELOPMENT	6
	Comprehensive Service Providers, 6	
	Industrial Development Agencies, 6	
	Other Agencies, 6	
	EMPIRE ZONES	7
	EDUCATION, TRAINING AND WORKFORCE DEVELOPMENT RESOURCES	7
	ENGINEERING ASSISTANCE	7
	ENVIRONMENTAL RESOURCES	7
	EXPORT	8
	Cultural Information, Interpreting, and/or Translations 8	
	Finance and/or information resources, 8	
	FOREIGN TRADE ZONES (FTZ)	8
	GOVERNMENT ASSISTANCE	
	County, 9	
	State, 9	
	Federal, 9	
	INDUSTRY ASSOCIATIONS, LOBBYING AND NETWORKING GROUPS	9
	MINORITY/WOMEN BUSINESS ASSISTANCE	10
	PLANNING AND ZONING INFORMATION	10
	TOURISM RELATED	10
	TRANSPORTATION RELATED	11
	UTILITIES - ENERGY, SEWER AND WATER	11
	WORKFORCE DEVELOPMENT RESOURCES	11
	VENTURE CAPITAL	11
4.	AGENCY & PROGRAM DESCRIPTIONS	12
	AGENCIES	12
	CHAMBERS OF COMMERCE	26
	EDUCATION	28
	LOCAL ELECTED OFFICIALS	29
	STATE ELECTED OFFICIALS	36
	FEDERAL ELECTED OFFICIALS	40
	ERIE COUNTY GOVERNMENT - QUICK REFERENCE LISTING	42
	ADJACENT COUNTY CONTACTS	46
5.	SMALL BUSINESS REFERENCE SECTION	47
6.	ERIE COUNTY FACTS	52
7.	NOTES	54
8.	HTTP://WWW.IAMBUFFALONIAGARAJOBS.COM/	Inside Back Cover

Disclaimer: The descriptions used in the directory were abstracted and modified from brochures and/or publications in order to keep the directory from becoming a giant publication. The descriptions are only intended to give the user a flavor of what each organization can offer. It is strongly suggested that a user contact an organization directly to get more detailed information. We have made every effort to be as accurate as possible, but cannot guarantee complete accuracy. As such, Erie County assumes no liability for the accuracy of the information provided or for the omission of information not provided. Readers are invited to note any corrections or suggested additions by calling Gary Simon.

ALPHABETICAL AGENCY INDEX

GUIDE TO ALPHABETICAL AGENCY INDEX

This section lists every agency and contains common abbreviations associated with different agencies. It also provides a phone number and the page number of where additional information can be found in the Agency & Program Descriptions Section. The Agency & Program Descriptions Section provides the organization's name, address, contacts, phone, fax, e-mail, web site and a short description of services.

A

Adjacent County Contacts | P. 44
Amherst Industrial Dev. Agency (AIDA) | 716-688-9000, P. 12
Assoc. of Erie Co. Governments (AECG)|716-941-3647, P. 12
Atlantic Corridor USA, Inc. | 716-853-8620, P. 12

B

Bflo. & Fort Erie Public Bridge Authority|716-884-6744, P. 12
Buffalo Convention Center (BCC) | 716-855-5555, P. 12
Bflo. Ng. Convention & Visitors Bur. (CVB)|716-852-0511, P. 12
Buffalo Niagara Enterprise (BNE) | 716-842-1330, P. 13
Buffalo Niagara Manufacturing Alliance | 716-870-7084, P. 13
Buffalo Niagara Partnership | 716-852-7100, P. 13
Buffalo Place, Inc. | 716-856-3150, P. 13
Buffalo Urban Development Corporation|716-856-6525, P. 13
Buffalo Urban Renewal Agency | 716-851-5035, P.14
Buffalo World Trade Association | 716-685-1781, P. 14
Business Council of NYS, Inc. | 518-465-7511, P. 14

C

Canadian Consulate General | 716-858-9500, P. 14
Chambers of Commerce | Pages 26-27
Canisius College Ctr. for Professional Dev.|716-888-8490,P.14
Canisius College Women's Bus. Ctr. | 716-888-8280, P. 14
Clarence Industrial Dev. Agency| 716-741-0149, P. 14
Concord Industrial Dev. Agency| 716-592-3321, P. 15

E

Eden Economic Development, Town of | 716-992-9407, P. 15
Educational Institutions | Pages 28-29
Empire State Development (ESD) | 716-846-8200, Page 15
Erie Canal Harbor Dev. Corp. (ECHDC) | 716-846-8200, P. 15
Erie County Government
 Library, Bflo. & EC Public (B&ECPL) |716-858-8900, P. 15
 County Clerk's Office | 716-858-8865, P. 15
 Dept. of Env. & Plg. (DEP) | 716-858-8390, P. 16
 Div. of Eq. Employ. Opportunity (EEO) |716-858-7542, P. 16
Erie Co. Industrial Dev. Agency (ECIDA)|716-856-6525, P. 17
Erie County Water Authority (ECWA) | 716-849-8484, P. 17
Evans Community Develop. Town of | 716-549-3915, P. 17

G

Government
Federal: United States Congress - Pages 41-42
Local: Erie County Executive – Page 29, 42
 Erie County Legislators – Pages 30-31
 Mayors and Supervisors - Pages 32-36
State: New York State Governor - Page 36
 New York State Legislature - Pages 37-39
Gov's Ofc. of Regulatory Reform (GORR) |518-486-3292, P. 17
Greater Bflo. Bld. Own's. & Mgrs. Asc.(BOMA)|716-856-3801,P.17
Great. Bflo.-Niag. Rg. Tran. Council (GBNRTC)|716-856-2026,P. 18

H

Hamburg Dev. Corp. & Ind. Dev. Ag. (HIDA)|716-648-4145, P. 18

I

Insyte Consulting | 716-636-3626, P. 18
International Agri-Center | 716-648-9733, P. 18
International Institute of Bflo. NY, Inc. | 716-883-1900, P. 18

L

Lackawanna Com. Dev. Corp. (LCDC) | 716-823-5124, P. 18
Lancaster Industrial Dev. Agency (LIDA)|716-683-1610, P. 19
Lancaster Com. Dev. Corp, Village of | 716-846-4690, P. 19

N

National Fuel | 716-686-6123, P. 19
National Grid | 315-428-5198, P. 19
New York Bus. Dev. Corp. (NYBDC) | 716-626-3423, P. 19
NYS Dept. of Env. Conservation (DEC) | 716-851-7200, P. 20
NYS Department of Labor (DOL):
 General # for Business Services Unit | 716-851-2750 | P. 20
 Division of Research & Statistics | 716-851-2742, P. 20
 Division of Employment Services | 716-851-2753, P. 20
NYS Dept. of Transportation (DOT) | 716-847-3238, P. 20
New York St. Elec. & Gas Corp. (NYSEG)|607-762-4022, P. 20
NYS Eng. & Research Auth. (NYSERDA)| 716-842-1522, P. 20
Niag. Frontier Trans. Auth. (NFTA) | 716-855-7300, P. 21

O

Office of Urban Initiatives, Inc. (OUI) | 716-829-2133, P. 21
Orchard Park Econ. Dev. Committee | 716-662-0236, P. 21

S

SCORE | 716-551-4301, P. 21
Small Business Dev. Center (SBDC) | 716-878-4030, P. 21

T

Tonawanda Dev. Corp., Town of (TTDC) | 716-871-8072, P. 22

U

U.S. Army Corps of Engineers | 716-879-4410, P. 22
U.S. Citizenship & Immigration Svcs. | 716-551-4741, P. 22
U.S. Customs & Border Protection | 716-626-0400, P. 22
U.S. Department of Commerce | 716-551-4191, P. 22
U.S. Small Bus. Administration (SBA) | 716-551-4301, P. 22
University at Buffalo (UB):
 Ctr. for Entrepreneurial Leadership (CEL) | 716-885-5715, P. 23
 Engineering Student Employment Prog.|716-645-2771 x1101, P. 23
 Regional Institute|716-878-2440, P. 23
 Nat. Ctr. - Geographic Info.&Anal. (NCGIA)|716-645-2545, P. 23
 Ofc.-Scien., Tec. Transfer & Ec. Outreach (STOR)|716-645-5500, P. 23
 World Languages Program | 716-645-2177, P. 23
 The Ctr. for Industrial Effectiveness(TCIE)|716-645-8800, P. 24
Upst. NY Rg. Minority Pur. Coun. (UNYRMPC)|716-541-1734, P. 24

W

Western NY (WNY) Business Dev. Fund | 716-636-3626, P. 24
WNY Events Centre | 716-759-6300, P. 24
WNY Foreign Trade Zones Operators | 716-823-2142, P. 24
WNY Venture Association | 716-636-3626, P. 25
Workforce Dev. Consortium (WDC) | 716-819-9845, P. 25
Workforce Investment Board (WIB) | 716-504-1480, P. 25
World Trade Ctr. Bflo. Niag. (WTCBN) | 716-852-7160, P. 25

GUIDE TO ALPHABETICAL NAME INDEX

This section lists every individual with a phone number, abbreviated Agency name and a page number of where additional information (organization's name, address, contacts, phone, fax, e-mail, web site and short description of services) can be found in the Agency & Program Descriptions Section.

A

Abers, Crystal J. | 716-938-9577 | Catt. Co. Chairman | P. 46
Aiple, Jennifer | 716-856-3801 | Greater Bflo. BOMA | P. 17
Allen, James J. | 716-688-9000 | Amherst IDA | P. 12
Anderson, Brian | 315-428-5198 | National Grid | P. 19
Anisman, Dr. Martin J. | 716-839-8825 | Daemen College | P. 28

B

Bahr, Paul | 716-677-9500 | Bryant and Stratton Business Institute | P. 29
Bailey, John C. | 716-662-0236 | Orchard Park EDC | P. 21
Bales, Stephen H. | 716-879-4104 | U.S. Army Corps of Eng. | P. 22
Ballowe, Martin A. | 716-941-6113 | Town of Boston | P. 34
Barry, Daniel D. | 716-858-6231 | EC-Env. & Plg. | P. 16, 43
Bartlett, Michael | 716-648-4145 | Hamburg IDA | P. 18
Beardsley, Peggy | 716-856-3150 | Buffalo Place, Inc. | P. 13
Becker, Sawrie | 716-858-8307 | EC-Public Advocacy | P. 44
Berwanger, A. Douglas | 585-786-8877 | Wyoming Co. Gov. | P. 43
Billittier IV, M.D., Anthony J. | 716-858-7690 | EC-Health | P. 44
Bodie, Janice R. | 716-695-8318 | City of Tonawanda | P. 32
Bolt, Mary E. | 716-592-4948 | Town of Concord | P. 34
Borchert, Daniel | 716-542-9636 | Village of Akron | P. 32
Bove Wlekinski, Christina | 716-675-8817 | EC-Legislator-9 | P. 31
Briccetti, Heather | 1-518-465-7511 | Bus. Council of NYS, Inc. | P. 14
Bright, Carolyn | 716-851-2753 | NYS Dept. Of Labor | P. 20
Brinson, Melissa | 716-877-8800 | Town of Tonawanda | P. 36
Brown, Byron W. | 716-851-4841 | City of Buffalo | P. 13, 32
Bucki, Deborah | 716-631-7021 | Town of Amherst | P. 34
Burgess, Lester | 716-689-2200 | ITT Technical Institute | P. 29

C

Caber, Terry | 716-549-0890 | Mayor, Village of Farnham | P. 33
Cafferro, Jacqueline | 716-827-6452 | City of Lackawanna | P. 32
Calhoun-Allen, Marilyn | 716-941-3647 | AECG | P. 12
Camarata, Peter M. | 716-362-8361 | BUDC | P. 13
Cansdale, Jr., William G. | 716-683-2105 | V. of Lanc. | P. 33
Cappellino, John | 716-856-6525 | ECIDA | P. 17
Carr, P.E., James | 716-858-8383 | EC-Sewerage Man. | P. 16, 43
Caruana, Anthony F. | 716-877-8804 | Town of Tonawanda | P. 36
Chwalinski, Gerald | 716-851-5431 | City of Buffalo | P. 32
Colarusso, Janis A. | 716-662-6400 | Town of Orchard Park | P. 36
Coleman, Johanna M. | 716-683-9028 | Town of Lancaster | P. 35
Collins, Chris | 716-858-8500 | EC-Executive | P. 29, 42
Conley, Nancy | 716-662-3366 | Orchard Park Chamber | P. 27
Corcoran, Bridget | 716-858-6315 | EC-Purchasing | P. 43
Corwin, Jane | 716-839-4691 | NYS Assemblymember-142 | P. 39
Crist, Debra A. | 716-937-6969 | Town of Alden | P. 34
Culliton, Al | 716-856-6525 | ECIDA | P. 17
Cuomo, Andrew M. | 518-474-8390 | Governor, State of NY | P. 36
Cummings, David L. | 716-542-1231 | Town of Newstead | P. 35
Cybulski, Rachelle | 716-858-8200 | EC-Probation | P. 44

D

Daly, William | 716-661-8900 | Chat. CIDA & Dept. of Ec. Dev. | P. 46
Dankert, Carol | 716-858-7511 | EC-Social Services | P. 45
Davis, Ph.D., Alan | 716-686-7800 | Empire State College | P. 28
Dearing, Thomas J. | 716-858-8390 | Erie Co. - Env. & Plg. | P. 16, 43
Dee, Thomas P. | 716-846-8200 | Erie Canal Harbor Dev. Corp. | P. 15
DePasquale, Patricia | 716-558-3215 | Town of West Seneca | P. 36
DiMartino, Jonica | 716-549-8787 | Town of Evans | P. 35
Dimmig, Robert L. | 716-871-8072 | Tonawanda Dev. Corp. | P. 22

Dipirro, Colleen C. | 716-632-6905 | Amherst Chamber | P. 26
Dixon, Lynne | 716-649-2640 | EC-Legislator-12 | P. 31
Doolittle, Tim | 716-819-9845 | Workforce Dev. Consortium | P. 25
Dust, P.E., Wesley C. | 716-849-8484 | ECWA | P. 17

E

Edwards, Gregory J. | 716-753-4211 | Chautauqua Co. Exec. | P. 46
Ells, Thea | 716-549-0282 | Town of Brant | P. 34
Endress, LCSW, ACSW, Philip | 716-858-8531 | EC-Mental Health | P. 44
Engleman, James | 716-626-0400 | U.S. Customs & Border | P. 22
Eppolito, Gary A. | 716-592-3321 | Concord IDA | P. 15, 34
Eubanks, Dr. David | 716-937-5690 | ECOM Home | P. 43
Even, Michael | 716-852-0511, x276 | Buffalo Niagara CVB | P. 12

F

Ferraro, Samuel M. | 716-278-8750 | Niag. Co. Center for Economic Dev. | P. 46
Fertig, David | 716-645-2177 x738 | UB World Lang. | P. 23
Fiegl, P.E., Joseph | 716-858-8383 | EC-Sewerage Man. | P. 16, 43
Fiebelkorn, Eric | 716-773-3651 | Grand Island Chamber | P. 27
Finamore, James | 716-504-1480 | Workforce Investment Bd. | P. 25
Flaherty, Michael | 716-858-9500 | Canadian Consulate General | P. 14
Foster, Kathryn A. | 716-878-2440 | UB Regional Institute | P. 23
Frawley, Howard | 716-549-1126 | Village of Angola | P. 32
Frentzel, Patricia A. | 716-773-9600 | Town of Grand Island | P. 35
Friedman, Kathryn Byrk | 719-878-2440 | UB Regional Institute | P. 23
Fudoli, Dino M. | 716-601-3030 | EC-Legislator-5 | P. 30

G

Gabryszak, Dennis | 716-686-0083 | NYS Assemblymember-143 | P. 39
Gach, Greg | 716-858-8327 | EC-Budget and Management | P. 42
Gallagher-Cohen, Dottie | 716-852-0511 | Buffalo Niag. CVB | P. 12
Gallivan, Patrick | 518-455-3471 | NYS Senator-59 | P. 37
Garus, Sister Marcella Marie | 716-896-0700 | Villa Maria Coll. | P. 29
Genco, Dr. Robert J. | 716-636-5921 | UB STOR | P. 23
Gertz, George | 716-652-7293 | Town of Marilla | P. 35
Giancarlo, Linda D. | 716-549-1126 | Village of Angola | P. 32
Gillibrand, Kirsten E. | 716-854-9725 | U.S. Senator | P. 40
Giza, Robert H. | 716-683-1610 | Sup. T. of Lancaster | P. 19, 35
Graber, Robert M. | 716-858-7500 | EC-Legislator-Clerk | P. 44
Grant, Betty Jean | 716-894-0914 | EC-Legislator-7 | P. 30
Grant, Chris | 716-858-8500 | EC-Executive's Office | P. 42
Greenan, John W. | 716-858-8484 | Erie Co. - Personnel | P. 44
Griffin, Will | 716-542-4050 | Akron Chamber of Commerce | P. 26
Grisanti, Mark | 518-455-3240 | NYS Senator-60 | P. 37
Grote, Gary D. | 716-652-8444 | E. Aurora Chamber, Greater | P. 26
Gsell, Jay A. | 585-344-2550 | Genesee Co. Gov. | P. 46

H

Hancock, Mary Pat | 585-344-2550 | Chair, Gen. Co. Gov. | P. 46
Hannon, Mary L. | 716-496-8900 | Town of Sardinia | P. 36
Hardwick, Kevin R. | 716-853-3438 | EC-Legislator-10 | P. 31
Hart, Jeffrey F. | 716-858-8500 | EC-Executive's Office | P. 42
Hartzell, David | 716-741-0149 | CIDA | P. 14
Harvey, Merle A. | 716-532-4874 | Town of Collins | P. 34
Hassett, Eva | 716-883-1900 | International Institute | P. 18
Hayes, James P. | 716-634-1895 | NYS Assemblymember-148 | P. 39
Heftka, Michael | 585-237-4110 | Wyoming County IDA | P. 46
Hermann, Robert | 518-486-3292 | GORR | P. 17
Hersey, Thomas R. | 716-858-6370 | Erie Co. - Env. & Plg. | P. 16, 43
Higgins, Brian M. | 716-852-3501 | U.S. Representative-27 | P. 41

▮ **ALPHABETICAL NAME INDEX**

Hochul, Kathy | 716-858-8865 | U.S. Representative-26 | P. 41
Hoffman, Annie M. | 716-941-5022 | Town of Colden | P. 34
Hoffman, Steven P. | 716-683-1400 | Village of Depew | P. 32
Holmes, M. Frances | 716-551-4741 | U.S. Citizenship | P. 22
Holtz, Mary | 716-686-3400 | Town of Cheektowaga | P. 34
Horner, Timothy L. | 716-592-4936 | Village of Springville | P. 33
Hornung, Sr., James | 716-858-8355 | EC-Parks, Rec. & Forest | P. 44
Hoskyns, Barbara | 716-937-6177 | Alden Chamber | P. 26
Howard, Timothy B. | 716-858-7608 | EC-Sheriff | P. 45
Hultquist, Mary Jo | 716-992-3406 | Town of Eden | P. 35
Huonker, Paul | 607-762-4022 | NYSEG | P. 20
Hurley, John J. | 716-888-2100 | Canisius College | P. 28
Hurley, Jr., Dr. Paul B. | 716-826-1200 | Trocaire College | P. 29
Hutton, Carol R. | 716-662-6410 | Town of Orchard Park | P. 36
Hyde, Steven G. | 585-343-4866 | Genesee Co. IDA | P. 46

I & J

Izydorczak, Dawn | 716-542-4573 | Town of Newstead | P. 35
Jakubowski, Mary Jean | 716-858-8900 | B&ECPL | P. 15, 42
Jeffe, Jolene M. | 716-652-7590 | Town of Aurora | P. 34
Jensen, Mary Beth | 716-662-9327 | Village of Orchard Park | P. 33
Johnson, Esq., Kathleen P. | 716-873-5700 | Village of Kenmore | P. 33
Johnston, Chris | 716-852-7160 | President WTCBN | P. 25
Jurasek, Dr. Richard T. | 716-880-2201 | Medaille College | P. 28
Juul, Linda | 716-632-4120 | Village of Williamsville | P. 33

K

Kahi, Ramsey E. | 716-847-3241 | NYS Dept. of Transportation | P. 20
Kaminski, Darrell R. | 716-847-3241 | NYS Dept. of Transportation | P. 20
Karnavas, Nicholas | 716-759-6300 | WNY Events Centre | P. 24
Kasprzak, Allan A. | 716-652-6000 | Village of East Aurora | P. 32
Kasprzyk, Michael C. | 716-537-9443 | Town of Holland | P. 35
Katra, Charles | 716-858-8383 | EC-Sewerage Man. | P. 16, 43
Kegler, Elizabeth A. | 716-937-9216 | Village of Alden | P. 32
Kegler, Richard | 716-937-9216 | Village of Alden | P. 32
Kempner, Darren E. | 716-858-4809 | EC-Env. & Plg. | P. 16, 43
Kennedy, Timothy M. | 518-455-2426 | NYS Senator-58 | P. 37
King, Patricia A. | 716-652-3260 | Town of Elma | P. 35
Klancer, Richard L. | 716-532-3353 | Mayor, V. of Gowanda | P. 33
Konst, Kathy | 716-858-8390 | EC-Env. & Plg. | P. 16, 43
Kozub, Daniel M. | 716-822-0462 | EC-Legislator-1 | P. 30
Kranz, P.E., Paul B. | 716-858-6370 | Erie Co. - Env. & Plg. | P. 16, 43
Krebs, William J. | 716-592-4936 | Village of Springville | P. 33
Krycia, Ed | 716-992-3408 | Eden Chairman of Eco. Adv. | P. 15
Kucharski, Thomas A. | 1-800-916-9073 | BNE | P. 13

L

Lang, Dennis | 716-648-9733 | International Agri-Center | P. 18
Leone, Paul | 716-592-3321 | Concord IDA, Lancaster IDA | P. 15, 19
Lewis, Greg | 716-439-7000 | Niagara County Government | P. 46
Leyh, Tim | 716-645-8800, x23 | UB TCIE | P. 24
Librock, Martha L. | 716-652-3280 | Town of Aurora | P. 34
Liegl, Debra S. | 716-684-5838 | Cheektowaga Chamber | P. 26
Lobbins, William | 716-858-7542 | EC-EEO | P. 16, 43
Lomeo, Jody | 716-898-3000 | ECMC | P. 43
Loughran, Thomas | 716-836-0198 | EC-Legislator-14 | P. 31
Lowther, Mary E. | 716-632-4120 | Village of Williamsville | P. 33

M

Maciejewski, Joseph | 716-858-8320 | EC-Real Property | P. 45
Magierski, Alice | 716-686-3434 | Town of Cheektowaga | P. 34
Malchow, Tim | 716-874-1202 | Ken-Ton Chamber | P. 27
Mang, Patrick | 716-873-5700 | Village of Kenmore | P. 33
Manuszewski, Laure A. | 716-688-9000 | Amherst IDA | P. 12

Manuszewski, Laure A. | 716-688-9000 | Amherst IDA | P. 12
Marfurt, Sharon | 716-652-0589 | Town of Wales | P. 36
Mariano, James | 716-551-4191 | U.S. Dept. of Commerce | P. 22
Marinelli, Lynn M. | 716-832-0493 | Erie Co. Legislator-11 | P. 31
Mark, Dr. David M. | 716-645-0505 | UB NCGIA | P. 23
Marsh, Betsy A. | 716-496-8900 | Town of Sardinia | P. 36
Masucci, Rosanna | 716-551-4191 | U.S. Dept. of Commerce | P. 22
Mazzone, Michelle | 716-858-7555 | EC-Real Estate | P. 44
Mazur, Thomas | 716-893-4385 | EC-Legislator-8 | P. 31
McCartney, Susan | 716-878-4030 | Small Bus. Dev. Ctr. | P. 21
McGowan, Jack | 716-636-3626 | WNY Bus. Dev. Fund | P. 24
McMahon, Peter A. | 716-773-9600 | Town of Grand Island | P. 35
Mekarski, Cheryl | 716-858-8696 | EC-DISS | P. 43
Melock, Elizabeth M. | 716-683-7451 | Village of Depew | P. 32
Mendez, Robert A. | 716-849-8484 | ECWA | P. 17
Metzger, Nancy C. | 716-741-8938 | Town of Clarence | P. 34
Millane-Rusk, Maureen | 716-888-8490 | Canisius Ctr Pro. Dev. | P. 14
Miller-Williams, Barbara | 716-842-0490 | EC-Legislator-3 | P. 30
Mills, John J. | 716-655-5650 | EC-Legislator-13 | P. 31
Mingoia, David | 716-688-9000 | AIDA | P. 12
Minkel, Kimberly A. | 716-855-7470 | NFTA | P. 21
Mohawk, Kathleen | 716-532-3353 | Village of Gowanda | P. 33
Mohr, Ralph M. | 716-858-7786 | Board of Elections | P. 42
Monafu, Nicholas W. | 716-823-5124 | Lack. Comm. Dev. Corp. | P. 18
Morris, Dale J. | 716-858-8390 | Erie Co. - Env. & Plg. | P. 16, 43
Morse, PMP, Hal | 716-856-2026 | GBNRTC | P. 18
Moses, Sr., Thomas | 716-649-0200 | Village of Hamburg | P. 33
Moszczenska, Marta | 716-858-9500 | Canadian Consulate | P. 14
Mrozek, Jr., John G. | 716-337-3160 | Village of North Collins | P. 33
Mueller, C.T.I.S., Leah | 716-852-0511 | Buffalo Niagara CVB | P. 12
Mullen, Dr. Shirley | 716-674-6363 | Houghton College | P. 28
Murphy, Paul | 716-855-5555 | Buffalo Convention Center | P. 12
Murray, John | 716-636-3626 | Insyte Consulting | P. 18
Myers, Kathleen | 716-337-3160 | Village of North Collins | P. 33

N

Nellis, Glenn R. | 716-992-3408 | Supervisor, Town of Eden | P. 35
Newell, Betty B. | 716-649-7917 | Hamburg Chamber | P. 27

O

O'Boyle, Thomas R. | 716-337-3391 | Sup., T. of North Collins | P. 35
O'Keefe, Beth | 716-856-6525 | ECIDA | P. 17
Orsi, Christina | 716-846-8200 | ESD | P. 15

P

Palisano, Timothy J. | 716-823-2142 | WNY FTZ Operators | P. 24
Parker, Michelle | 716-549-3221 | Evans-Brant Chamber | P. 26
Patterson, Carl E. | 716-542-9636 | Village of Akron | P. 32
Pawenski, Christopher S. | 716-858-8390 | EC-Env. & Plg. | P. 16, 43
Pearce, Dawn A. | 716-652-5350 | Town of Marilla | P. 35
Peoples-Stokes, Crystal D. | 716-897-9714 | NYS Assemblymember-141 | P. 38
Pero, Leonard K. | 716-549-0282 | Town of Brant | P. 34
Petrie, Michael | 716-822-1921 | Village of Blasdell | P. 32
Pilozzi, Ronald | 716-695-8645 | City of Tonawanda | P. 32
Piotrowski, Wallace C. | 716-558-3253 | T. of West Seneca | P. 36
Plarr, Janet L. | 716-822-1921 | Village of Blasdell | P. 32
Podolefsky, Aaron M. | 716-878-4000 | Buffalo State College | P. 28
Polanski, Jr., Norman L. | 716-827-6464 | Mayor, C. of Lack. | P. 32
Poloncarz, Mark C. | 716-858-8400 | EC-Comptroller | P. 42
Pordum, Francis J. | 716-549-5787 | Town of Evans | P. 35
Powers, Dennis M. | 716-652-3260 | Town of Elma | P. 35
Putrino, Chris | 716-858-8476 | EC-Labor Relations | P. 44

ALPHABETICAL NAME INDEX //

Q & R

Quinn, Jack | ECC | P. 29
Rand, Benjamin | 716-636-3626 | Insyte Consulting | P. 18
Ranzenhofer, Michael H. | 716-631-8695 | NYS Senator-61 | P. 37
Rath III, Edward A. | 716-633-0617 | EC-Legislator-15 | P. 31
Reichert, Kimberly | 716-652-6000 | Village of East Aurora | P. 32
Reidy, Timothy | 716-504-1480 | Workforce Investment Bd. | P. 25
Rienas, Ron | 716-884-6744,x226 | Bflo. & Ft. Erie Pub. Bridge Auth. | P. 12
Roche, Sister Denise A. | 716-881-7673 | D'Youville Coll. | P. 28
Roll, Marlene | 716-858-6363 | EC-Veteran's Service Agency | P. 45
Ross, William | 716-439-7000 | Chair; Niagara Co. Gov. | P. 46
Ross-Jones, Marvel | 716-884-9120 | Bryant & Stratton Bus. Inst. | P. 29
Rudnick, Andrew J. | 716-852-7100 | Bflo. Niag. Partnership | P. 13, 26
Rybczynski, Catherine A. | 716-649-6111 | T. of Hamburg | P.35

S

Saieva, Barbara | 716-685-1781 | Buffalo World Trade Assoc. | P. 14
Sanderson | Melinda Rath | 716- 888-8280 | Canisius WBC | P. 14
Sansone, Chris | 716-870-7084 | BNMA | P. 13
Santiago, Joyce | 716-692-5120 | Tonawanda Chamber | P. 27
Sauriol, Jennine | 716-532-2834 | Gowanda Area Chamber | P. 27
Schimminger, Robin | 716-873-2540 | NYS Assemblymember-140 | P. 38
Schmand, Michael T. | 716-856-3150 | Buffalo Place, Inc. | P.13
Schumer, Charles E. | 716-846-4111 | U.S. Senator | P. 40
Sciortino, Franklin | 716-551-4301 | U.S. SBA | P. 22
Searles, John R. | 716-938-2577 | Cattaraugus Co. Gov. | P. 46
Sedita, Frank A. | 716-858-2424 | EC-District Attorney | P. 42
Sentz, Gerard J. | 716-858-8306 | EC-Public Works | P. 44
Shenk, David J. | 716-941-6113 | Town of Boston | P. 34
Sirianni, Judy | 716-631-3888 | Clarence Chamber | P. 26
Sizemore, Susan V. | 716-858-6215 | EC-Disabled | P. 44
Skibitsky, Gergory W. | 716-858-6578 | EC-Emergency Services | P. 42
Slaughter, Louise M. | 716-853-5813 | U.S. Representative-28 | P. 41
Slenker, John | 716-851-2742 | NYS Dept. of Labor | P. 20
Smardz, Kevin | 716-826-1878 | NYS Assemblymember-146 | P. 39
Smith, Debra | 716-897-1560 | Village of Sloan | P. 33
Smith, Ronald L. | 716-937-6969 | Town of Alden | P. 34
Smith, Sandra | 716-537-9443 | Town of Holland | P. 35
Snyder, Abby M. | 716-851-7200 | NYS DEC | P. 20
Sobaszek, Michael J. | 716-823-8841 | Lack. Area Chamber | P. 27
Staschak, C.P.A., M.B.A., John J. | 716-884-9120 | Bryant & Stratton | P. 29
Stebbins, Daniel | 716-362-8361 | BUDC | P. 13
Stegmeier, Michael E. | 716-684-4891 | Village of Lancaster | P. 33
Stenger, Jr., P.E., Harvey G., | 716-645-2771 | UB Engineering | P. 23
Stern, Amelia | 518-486-3292 | GORR | P. 17
Stribing, Jeffrey | 716-601-1098 | V. of Lanc. Community Dev. | P. 19
Sullivan, John F. | 716-858-6291 | EC-STOP DWI | P. 45
Summers, Becky Jo | 716-532-4887 | Town of Collins | P. 34
Swanekamp, Kenneth J. | 716-858-8390 | EC-Env. & Plg. | P. 16, 43
Szewczyk, Lori A. | 716-549-3915 | Evans Community Dev. | P. 17
Szymanski, Leonard C. | 716-897-1560 | Village of Sloan | P. 33

T

Taylor, Jr., Dr. Henry Louis | 716-829-2133 | OUI | P. 21
Taylor, Michael A. | 716-626-3423 | NY Bus. Dev. Corp. | P. 19
Terrell, Linda | 716-874-4120 | UNYRMPC | P. 24
Trask, Judy | 716-549-0890 | Village of Farnham | P. 33
Tripathi, Satish K. | 716-645-2000 | University at Buffalo | P. 28
Tyler, Kelly A. | 716-842-1522 | NYSERDA | P. 20

U & V

Ulbrich, Tom | 716-885-5715 | UB CEL | P. 23
Vacco, Kelly M. | 716-849-8444 | ECWA | P. 17
Venditti, Rickey A. | 716-652-0589 | Sup., Town of Wales | P. 36
Vito, Peter M. | 716-858-6365 | EC-Central Police | P. 42

W

Wahlen, Timothy J. | 716-824-6180 | EC-Legislature-2 | P. 30
Walter, Raymond W. | 716-631-7650 | EC-Legislator-4 | P. 30
Walters, Steven J. | 716-649-6111 | Town of Hamburg | P. 35
Wangelin, Alice M. | 716-941-5012 | Town of Colden | P. 34
Ward, Brenda | 716-858-8320 | EC-Senior Services | P. 45
Ward, Dennis E. | 716-858-7787 | Board of Elections | P. 42
Weinstein, M.D., Barry A. | 716-631-7032 | Town of Amherst | P. 34
Wheaton, Kristin Klein | 716-858-2200 | EC-Attorney | P. 44
Whyte, Maria R. | 716-874-3257 | EC-Legislator-6 | P. 30
Wiktor, Corey R. | 716-699-2005 | Cattaraugus County IDA | P. 46
Wilson, John B. | 716-662-9327 | Village of Orchard Park | P. 33
Witkowski, Donald P. | 716-649-0200 | Village of Hamburg | P. 33

Z

Zane, Ed. D., Cynthia | 716-649-7900 | Hilbert College | P. 28

▮ **SUBJECT INDEX**

GUIDE TO SUBJECT INDEX

The index is sorted by subject and contains common abbreviations that are associated with different agencies. It also provides a phone number, web site, address, contact name and the page number of where additional information can be found in the Agency & Program Descriptions. The Agency & Program Descriptions Section provides the organization's name, address, contacts, phone, fax, e-mail, web site and a short description of services.

ECONOMIC DEVELOPMENT - COMPREHENSIVE SERVICE PROVIDERS

These county-wide agencies have ability to coordinate and access multiple agencies contained in this Directory that can address the particular needs of a company. Can provide technical and/or financial assistance.

Buffalo Niagara Enterprise (BNE)

Tel: 716-842-1330 | <http://www.buffaloniagara.org>
665 Main Street, Suite 200 | Buffalo, NY 14203
Thomas A. Kucharski, President & CEO, Page 13

Empire State Development Corporation (ESD)

Tel: 716-846-8200 | <http://www.empire.state.ny.us>
95 Perry Street, Suite 500 | Buffalo, NY 14203
Christina Orsi, Regional Director, Page 15

Erie County Gov. - Dept. of Environment and Planning

Tel: 716-858-8390 | <http://www.erie.gov/environment>
Edward A. Rath County Office Building |
95 Franklin Street, Room 1053 | Buffalo, NY 14202
Kathy Konst, Commissioner | Page 15

Erie County Industrial Development Agency (ECIDA)

Tel: 716-856-6525 | <http://www.ecidany.com>
143 Genesee Street | Buffalo, NY 14203
Alfred Culliton, Chief Operating Officer | Page 17

ECONOMIC DEVELOPMENT - INDUSTRIAL DEVELOPMENT AGENCIES

Authorizes industrial revenue bonds for eligible industrial and commercial projects. Provides financial and technical assistance.

Amherst Industrial Development Agency (AIDA)

Tel: 716-688-9000 | <http://www.amherstida.com>
4287 Main Street | Amherst, NY 14226
James J. Allen, Executive Director | Page 12

Clarence Industrial Development Agency

Tel: 716-741-0149
1 Town Place | Clarence, NY 14031
David Hartzell, Chairman | Page 14

Concord Industrial Development Agency

Tel: 716-592-3321
PO Box 368, 86 Franklin St. | Springville, NY 14141
Gary Eppolito, Chairman | Page 15

Erie County Industrial Development Agency (ECIDA)

Tel: 716-856-6525 | <http://www.ecidany.com>
143 Genesee Street | Buffalo, NY 14203
Alfred Culliton, Chief Operating Officer | Page 17

Hamburg Industrial Development Agency (HIDA)

Tel: 716-648-4145 | <http://www.townofhamburgny.com/hida.html>
6100 South Park Ave. | Hamburg, NY 14075
Michael Bartlett, Executive Director | Page 18

Lancaster Industrial Development Agency (LIDA)

Tel: 716-683-1610 | <http://www.lancasterny.com>
21 Central Avenue | Lancaster, NY 14086
Robert H. Giza, Chairman | Page 19

ECONOMIC DEVELOPMENT - OTHER AGENCIES

Provides financial and/or technical assistance.

Eden Economic Development, Town of

Tel: 716-992-3408
2795 E. Church Street | Eden, NY 14057
Ed Krycia, Chairman, Economic Advisory Committee | Page 15

Evans Community Development, Town of

Tel: 716-549-3915
8787 Erie Road | Angola, NY 14006
Lori A. Szewczyk, Director of Community Dev. | Page 17

Lackawanna Community Development Corp. (LCDC)

Tel: 716-823-5124 | <http://www.lackawannany.com>
640 Ridge Road | Lackawanna, NY 14218
Nicholas W. Monafio, Executive Director | Page 18

Lancaster Village Partnership – Development Corp.

Tel: 716-601-1098 | <http://www.lancastervillage.org/partnership.htm>
Municipal Building, 5423 Broadway | Lancaster, NY 14086
Jeffrey Stribing, Director of Community Development | Page 19

New York Business Development Corp. (NYBDC)

Tel: 716-626-3423 | <http://www.nybdc.com>
300 International Drive, Suite 126 | Williamsville, NY 14221
Michael A. Taylor, Senior Vice President | Page 19

New York State (NYS) Dept. of Transportation (DOT)

Tel: 716-847-3238 | <http://www.dot.state.ny.us>
100 Seneca Street | Buffalo, NY 14203
Darrell F. Kaminski, Acting Regional Director | Page 20

Office of Urban Initiatives, Inc. (OUI)

Tel: 716-829-2133
State Univ. at NY | 3435 Main St., 201 Hayes Hall | Buffalo, NY 14214
Dr. Henry Louis Taylor, Jr., President | Page 21

Orchard Park Economic Development Committee

Tel: 716-662-0236 | <http://www.orchardparkny.org/town/committees/business>
3623 Eggert Road | Orchard Park, NY 14127
John C. Bailey, Esq., Chairman | Page 21

Tonawanda Development Corporation, Town of (TTDC)

Tel: 716-871-8072 | <http://www.tonawanda.com>
169 Sheridan Parkside Drive | Tonawanda, NY 14150
Robert L. Dimmig, Executive Director | Page 22

U.S. Small Business Administration (SBA)

Tel: 716-551-4301 | <http://www.sba.gov/localresources/district/ny/>
130 South Elmwood Avenue, Suite 540 | Buffalo, NY 14202
Franklin J. Sciortino, District Director | Page 22

UB The Center for Industrial Effectiveness (TCIE)

Tel: 716-645-8800, x23 | <http://www.tcie.buffalo.edu>
1576 Sweet Home Road, Suite 212 | Amherst, NY 14228
Tim Leyh, Director of Business Development | Page 24

SUBJECT INDEX

EMPIRE ZONES

Empire State Development Corporation (ESD)

Tel: 716-846-8200 | <http://www.empire.state.ny.us>
95 Perry Street, Suite 500 | Buffalo, NY 14203
Christina Orsi, Regional Director, Page 15

Lackawanna Community Development Corp. (LCDC)

Tel: 716-823-5124 | <http://www.lackawannany.com>
640 Ridge Road | Lackawanna, NY 14218
Nicholas Monafa, Executive Director | Page 18

Tonawanda Development Corporation, Town of (TTDC)

Tel: 716-871-8072 | <http://www.tonawanda.com>
169 Sheridan Parkside Drive | Tonawanda, NY 14150
Robert L. Dimmig, Executive Director | Page 22

EDUCATION AND TRAINING RESOURCE

Also See Workforce Development Resources – Page 11

Canisius College Center for Professional Development

Tel: 716-888-8490 | <http://www.canisius.edu/cpd>
Canisius Ctr. at Amherst, 300 Corporate Pkwy. | Amherst, NY 14226
Maureen Millane-Rusk, Assoc. Dean - External Bus. Programs | P. 14
*Also see Canisius College Women's Business Center on Page 14

Chambers of Commerce

See Pages 26-27

Educational Institutions

See Pages 28-29

Empire State Development Corporation (ESD)

Tel: 716-846-8200 | <http://www.empire.state.ny.us>
95 Perry Street, Suite 500 | Buffalo, NY 14203
Christina Orsi, Regional Director, Page 15

EC Gov. - Buffalo and Erie County Public Library (B&ECPL)

Tel: 716-858-8900 | <http://www.buffalolib.org>
1 Lafayette Square | Buffalo, NY 14203
Mary Jean Jakubowski, Director | Pg. 15

Erie County Industrial Development Agency (ECIDA)

Tel: 716-856-6525 | <http://www.ecidany.com>
143 Genesee Street | Buffalo, NY 14203
Alfred Culliton, Chief Operating Officer | Page 17

Office of Urban Initiatives, Inc. (OUI)

Tel: 716-829-2133
State Univ. at NY | 3435 Main St., 201 Hayes Hall | Buffalo, NY 14214
Dr. Henry Louis Taylor, Jr., President | Page 21

SCORE

Tel: 716-551-4301 | <http://buffaloniagara.score.org>
130 South Elmwood Avenue | Suite 540 | Buffalo, NY 14202 | P. 21

Small Business Development Center (SBDC)

Tel: 716-878-4030 | <http://www.nys-sbdc.suny.edu>
Buffalo State College, Cleveland Hall 206 |
1300 Elmwood Avenue | Buffalo, NY 14222
Susan McCartney, Director | Page 21

U.S. Small Business Administration (SBA)

Tel: 716-551-4301 | <http://www.sba.gov/regions/states/ny/buff.html>
130 South Elmwood Avenue, Suite 540 | Buffalo, NY 14202
Franklin Sciortino, District Director | Page 22

UB Center for Entrepreneurial Leadership (CEL)

Tel: 716-885-5715 | <http://www.mgt.buffalo.edu/cel>
Tom Ulbrich, Executive Director | Page 23

UB Regional Institute

Tel: 716-878-2440 | <http://www.regional-institute.buffalo.edu>
Beck Hall | 77 Goodell Street, Suite 302 | Buffalo, NY 14203
Kathryn A. Foster, Director | Page 23

UB Office of Science, Technology Transfer and Economic Outreach (STOR)

Tel: 716-645-5500 | <http://www.stor.buffalo.edu>
1576 Sweet Home Road | Amherst, NY 14228
Dr. Robert J. Genco, D.D.S. & Ph.D., Vice Provost & Dir. | P. 23

ENGINEERING ASSISTANCE

UB Engineering Student Employment Program

Tel: 716-645-2771, x1101 | <http://www.eng-intern.buffalo.edu>
412 Bonner Hall | UB North Campus | Buffalo, NY 14260
Harvey G. Stenger Jr., PE, Dean and Professor | Page 23

UB The Center for Industrial Effectiveness (TCIE)

Tel: 716-645-8800, x23 | <http://www.tcie.buffalo.edu>
1576 Sweet Home Road, Suite 212 | Amherst, NY 14228
Tim Leyh, Director of Business Development | Page 24

ENVIRONMENTAL RESOURCES

Empire State Development Corporation (ESD)

Tel: 716-846-8200 | <http://www.empire.state.ny.us>
95 Perry Street, Suite 500 | Buffalo, NY 14203
Christina Orsi, Regional Director, Page 15

**Erie County Gov. - Dept. of Environment and Planning
Division of Planning and Environmental Compliance**

Tel: 716-858-6370 | <http://www.erie.gov/environment>
Edward A. Rath County Office Building
95 Franklin Street, Room 1053 | Buffalo, NY 14202
Darren E. Kempner, CPA, MUP, Deputy Commissioner | P. 16

Erie County Industrial Development Agency (ECIDA)

Tel: 716-856-6525 | <http://www.ecidany.com>
143 Genesee Street | Buffalo, NY 14203
Alfred Culliton, Chief Operating Officer | Page 17

NYS Dept. of Environmental Conservation (DEC)

Tel: 716-851-7200 | <http://www.dec.state.ny.us>
270 Michigan Avenue | Buffalo, NY 14203
Abby M. Snyder, Regional Director | Page 20

U.S. Army Corps of Engineers

Tel: 716-879-4104 | <http://www.lrb.usace.army.mil>
1776 Niagara Street | Buffalo, NY 14207
LTC Stephen H. Bales, District Commander | Page 22

▮ SUBJECT INDEX

EXPORT - CULTURAL INFORMATION, INTERPRETING AND/OR TRANSLATION RESOURCES

International Institute of Buffalo New York, Inc.

Tel: 716-883-1900 | <http://www.iibuff.org>
864 Delaware Avenue | Buffalo, NY 14209
Eva Hassett, Executive Director | Page 18

UB World Languages Program

Tel: 716-645-2177 | http://linguistics.buffalo.edu/language_programs
University at Buffalo | 609 Baldy Hall | Buffalo, NY 14260
David Fertig, Director | Page 23

EXPORT - FINANCE AND/OR INFORMATIONAL RESOURCES

Buffalo & Fort Erie Public Bridge Authority

Tel: 716-884-6744, x226 | <http://www.peacebridge.com>
One Peace Bridge Plaza | Buffalo, NY 14213
Ron Rienas, General Manager | Page 12

Small Business Development Center (SBDC)

Tel: 716-878-4030 | <http://www.nys-sbdc.suny.edu>
Buffalo State College, Cleveland Hall 206
1300 Elmwood Avenue | Buffalo, NY 14222
Susan McCartney, Director | Page 21

Buffalo World Trade Association

Tel: 716-685-1781
PO Box 130 | Lancaster, NY 14086
Barbara Saieva, President | Page 14

U.S. Citizenship and Immigration Services

Tel: 716-551-4741, x3900 | <http://uscis.gov>
130 Delaware Avenue | Buffalo, NY 14202
M. Frances Holmes, District Director | Page 22

Canadian Consulate General

Tel: 716-858-9500 | <http://www.buffalo.gc.ca>
3000 HSBC Center | Buffalo, NY 14203-2884
Marta Moszczenska, Consul General | Page 14

U.S. Customs and Border Protection

Tel: 716-626-0400 | <http://www.cbp.gov>
4455 Genesee Street | Buffalo, NY 14225
James Engleman, Director of Field Operations | Page 22

Empire State Development Corporation (ESD)

Tel: 716-846-8200 | <http://www.empire.state.ny.us>
95 Perry Street, Suite 500 | Buffalo, NY 14203
Christina Orsi, Regional Director, Page 15

U.S. Department of Commerce

Tel: 716-551-4191 | <http://www.buyusa.gov/buffalo>
130 South Elmwood Avenue, Suite 530 | Buffalo, NY 14202
James Mariano, Director | Page 22

EC Gov. - Buffalo and Erie County Public Library (B&ECPL)

Tel: 716-858-8900 | <http://www.buffalolib.org>
1 Lafayette Square | Buffalo, NY 14203
Mary Jean Jakubowski, Director | Pg. 15

U.S. Small Business Administration (SBA)

Tel: 716-551-4301 | <http://www.sba.gov/regions/states/ny/buff.html>
130 South Elmwood Avenue, Suite 540 | Buffalo, NY 14202
Franklin Sciortino, District Director | Page 22

Erie County Industrial Development Agency (ECIDA)

Tel: 716-856-6525 | <http://www.ecidany.com>
143 Genesee Street | Buffalo, NY 14203
Alfred Culliton, Chief Operating Officer
Maryann Stein, Director of International Programs | Page 17

World Trade Center Buffalo Niagara (WTCBN)

Tel: 716-852-7160 | <http://www.wtcbn.org>
725 Main Street | Buffalo, NY 14203
Chris Johnston, President | Page 25

FOREIGN TRADE ZONES (FTZ)

**Erie County Gov. - Dept. of Environment and Planning
Division Economic Development**

Tel: 716-858-6370 | <http://www.erie.gov/environment>
Edward A. Rath County Office Building |
95 Franklin Street | Buffalo, NY 14202
Daniel D. Barry, Dep. Com. of Economic Development
Kenneth J. Swanekamp, Dir. of Business Assistance | Page 16

U.S. Customs and Border Protection

Tel: 716-626-0400 | <http://www.cbp.gov>
4455 Genesee Street | Buffalo, NY 14225
James Engleman, Director of Field Operations | Page 22

Erie County Industrial Development Agency (ECIDA)

Tel: 716-856-6525 | <http://www.ecidany.com>
143 Genesee Street | Buffalo, NY 14203
Alfred Culliton, Chief Operating Officer
Maryann Stein, Director of International Programs | Page 17

WNY Foreign Trade Zones Operators, Inc.

Tel: 716-823-2142 | <http://www.wnyftz.com>
10 North Gates Avenue | Lackawanna, NY 14218
Timothy J. Palisano, Vice President | Page 24

GOVERNMENT ASSISTANCE - COUNTY

Government – Local Elected Officials

Erie County Executive – See Page 29, 42
Erie County Legislators – See Pages 30-31
Mayors and Supervisors – See Pages 32-36

*Also see Pages 15 and 16 for additional information on: Buffalo & Erie County Public Library | County Clerk's Office |
Department of Environment & Planning | Division of Equal Employment Opportunity

Government – Quick Reference Index

See Pages 42-43 for contact information on many County Departments.

GOVERNMENT ASSISTANCE - STATE

Empire State Development Corporation (ESD)

Tel: 716-846-8200 | <http://www.empire.state.ny.us>
95 Perry Street, Suite 500 | Buffalo, NY 14203
Christina Orsi, Regional Director, Page 15

Government - State

New York State (NYS) Governor – See Page 36
New York State Legislature - See Pages 37-39

Governor's Office of Regulatory Reform (GORR)

Tel: 518-486-3292 | <http://www.gorr.state.ny.us>
Agency Bldg. 1 – 4th Floor | Empire State Plaza, PO Box 2107 |
Albany, NY 12220-0107
Robert Hermann, Director | Page 17

NYS Dept. of Environmental Conservation (DEC)

Tel: 716-851-7200 | <http://www.dec.state.ny.us>
270 Michigan Avenue | Buffalo, NY 14203
Abby M. Snyder, Regional Director | Page 20

New York State Department of Labor (DOL)

Tel: 716-851-2750 | <http://www.labor.state.ny.us>
290 Main Street | Buffalo, NY 14202
Carolyn Bright, Business Service Rep. | 716-851-2753
John Slenker, Regional Economist | 716-851-2742 | Page 20

New York State Department of Transportation (DOT)

Tel: 716-847-3238 | <http://www.dot.state.ny.us>
100 Seneca Street | Buffalo, NY 14203
Darrell F. Kaminski, Acting Regional Director | Page 20

NYS Energy Research & Development Authority (NYSERDA)

Tel: 716-842-1522, | <http://www.nyserda.org/>
726 Exchange Street, Suite 821 | Buffalo, New York 14203
Kelly Tyler, Senior Project Manager – Econ. Development | P. 20

GOVERNMENT ASSISTANCE - FEDERAL

Government - Federal

United States Congress, Page 40-41

United States (U.S.) Army Corps of Engineers

Tel: 716-879-4104 | <http://www.lrb.usace.army.mil>
1776 Niagara Street | Buffalo, NY 14207
LTC Stephen H. Bales, District Commander | Page 22

U.S. Citizenship and Immigration Services

716-551-4741, x3900 | <http://uscis.gov>
130 Delaware Avenue | Buffalo, NY 14202
M. Frances Holmes, District Director | Page 22

U.S. Customs and Border Protection

Tel: 716-626-0400 | <http://www.cbp.gov>
4455 Genesee Street | Buffalo, NY 14225
James Engleman, Director of Field Operations | Page 22

U.S. Department of Commerce

Tel: 716-551-4191 | <http://buyusa.gov/buffalo>
130 South Elmwood Avenue, Suite 530 | Buffalo, NY 14202
James Mariano, Director | Page 22

U.S. Small Business Administration (SBA)

Tel: 716-551-4301 | <http://www.sba.gov/regions/states/ny/buff.html>
130 South Elmwood Avenue, Suite 540 | Buffalo, NY 14202
Franklin Sciortino, District Director | Page 22

INDUSTRY ASSOCIATIONS, LOBBYING AND NETWORKING GROUPS

Offers networking opportunities for businesses to learn from other businesses in areas of exporting, government, manufacturing, real estate and technology.

Association of Erie County Governments (AECG)

Tel: 716-941-3647
9771 Partridge Road | Colden, NY 14033
Marilyn Calhoun-Allen, Executive Director | Page 12

Buffalo Niagara Manufacturing Alliance (BNMA)

Tel: 716-870-7084 | <http://www.bnmalliance.com>
169 Bullis Road | Cowlesville, NY 14037
Chris Sansone, President | Page 13

Buffalo World Trade Association

Tel: 716-685-1781
PO Box 130 | Lancaster, NY 14086
Barbara Saieva, President | Page 14

Business Council of New York State, Inc.

Tel: 518-465-7511 | <http://www.bcnys.org>
152 Washington Avenue | Albany, NY 12210
Heather Bricetti, President – CEO | Page 14

Chambers of Commerce

See Pages 26-27

Greater Buffalo Building Owners & Mgrs. Assoc. (BOMA)

Tel: 716-856-3801 | <http://www.bomabuffalo.com>
465 Main Street, Suite 130 | Buffalo, NY 14203
Jennifer Aiple, Executive Director | Page 17

World Trade Center Buffalo Niagara (WTCBN)

Tel: 716-852-7160 | <http://www.wtcbn.org>
725 Main Street | Buffalo, NY 14203
Chris Johnston, President | Page 25

▮ **SUBJECT INDEX**

MINORITY / WOMEN BUSINESS ASSISTANCE

Canisius College Women's Business Center

Tel: 716-888-8280 | <http://www.canisius.edu/wbc>
2365 Main Street | Buffalo, New York 14214
Melinda Rath Sanderson, Executive Director | P. 14
*Also see Canisius College Center for Professional Development on Page 14

Empire State Development Corporation (ESD)

Tel: 716-846-8200 | <http://www.empire.state.ny.us>
95 Perry Street, Suite 500 | Buffalo, NY 14203
Christina Orsi, Regional Director, Page 15

EC Gov. - Div. of Equal Employment Opportunity (EEO)

Tel: 716-858-7542 | <http://www.erie.gov/depts/eeo>
Edward A. Rath County Office Building
95 Franklin Street, Room 1652 | Buffalo, NY 14202
William Lobbins, Director | Page 16

Erie County Industrial Development Agency (ECIDA)

Tel: 716-856-6525 | <http://www.ecidany.com>
143 Genesee Street | Buffalo, NY 14203
Alfred Culliton, Chief Operating Officer | Page 17

New York Business Development Corp. (NYBDC)

Tel: 716-626-3423 | <http://www.nybdc.com>
300 International Drive, Suite 126 | Williamsville, NY 14221
Michael A. Taylor, Senior Vice President | Page 19

Office of Urban Initiatives, Inc. (OUI)

Tel: 716-829-2133 ext. 212
State University at NY
3435 Main Street, 201 Hayes Hall | Buffalo, NY 14214
Dr. Henry Louis Taylor, Jr., President | Page 20

Small Business Development Center (SBDC)

Tel: 716-878-4030 | <http://www.nys-sbdc.suny.edu>
Buffalo State College, Cleveland Hall, 206
1300 Elmwood Avenue | Buffalo, NY 14222
Susan McCartney, Director | Page 21

U.S. Small Business Administration (SBA)

Tel: 716-551-4301 | <http://www.sba.gov/regions/states/ny/buff.html>
130 South Elmwood Avenue, Suite 540 | Buffalo, NY 14202
Franklin J. Sciortino, District Director | Page 22

Upstate New York Regional Minority Purchasing Council, Inc. (UNYRMPC)

Tel: 716-541-1734 | <http://www.unyrmpci.org>
665 Main Street, Suite 200 | Buffalo, NY 14207
Linda Terrell, President/CEO | Page 24

PLANNING AND ZONING INFORMATION

Buffalo Niagara Enterprise (BNE)

Tel: 716-842-1724 | <http://www.buffaloniagara.org>
665 Main Street, Suite 200 | Buffalo, NY 14203
Thomas A. Kucharski, President & CEO, Page 13

**Erie County Gov. - Dept. of Environment and Planning
Division of Planning and Environmental Compliance**

Tel: 716-858-8390 | <http://www.erie.gov/environment>
Edward A. Rath County Office Building |
95 Franklin Street, Room 1053 | Buffalo, NY 14202
Darren E. Kempner, CPA, MUP, Deputy Comm. | P. 16

Greater Buffalo-Niagara Regional Transportation Council (GBNRTC)

Tel: 716-856-2026 | <http://www.gbnrtc.org>
438 Main Street, Suite 503 | Buffalo, NY 14202
Hal Morse, PMP, Executive Director | Page 18

United States (U.S.) Army Corps of Engineers

Tel: 716-879-4104 | <http://www.lrb.usace.army.mil>
1776 Niagara Street | Buffalo, NY 14207
LTC Stephen H. Bales, District Commander | Page 22

UB Regional Institute

Tel: 716-878-2440 | <http://www.regional-institute.buffalo.edu>
University at Buffalo | UB Downtown Gateway
77 Goodell Street, Suite 302 | Buffalo, NY 14203
Kathryn A. Foster, Director | Page 23

UB National Center for Geographic Information and Analysis (NCGIA)

Tel: 716-645-2545 | <http://www.geog.buffalo.edu/ncgia>
University at Buffalo
Wilkeson Quad Room 301 | Buffalo, NY 14261
Dr. David M. Mark, Director of NCGIA | Page 23

SMALL BUSINESS/START-UP - TECHNICAL BUSINESS ASSISTANCE

See Small Business Reference Section on Page 45 for listing of agencies and helpful information.

TOURISM RELATED

Buffalo Convention Center (BCC)

Tel: 716-855-5555 | <http://www.buffaloconvention.com>
One Convention Center Plaza | Buffalo, NY 14202
Paul Murphy, Facility Director | Page 12

Buffalo Niagara Convention and Visitors Bureau (CVB)

Tel: 716-852-0511 | <http://www.visitbuffaloniagara.com>
617 Main Street, Suite 200 | Buffalo, NY 14203-1496
Dottie Gallagher-Cohen, President - CEO | Page 12

Buffalo Place, Inc.

Tel: 716-856-3150 | <http://www.buffaloplace.com>
671 Main Street | Buffalo, NY 14203
Michael T. Schmand, Executive Director | Page 13

International Agri-Center

Tel: 716-648-9733 | <http://www.hamburgfairgrounds.com>
Hamburg Fairgrounds | 5600 McKinley Pkwy | Hamburg, NY 14075
Dennis Lang, Manager | Page 18

WNY Events Centre

Tel: 716-759-6300 | <http://www.eventcentre.net>
11163 Main Street | Clarence, NY 14031
Nick Karnavas, General Manager | Page 24

TRANSPORTATION RELATED

Buffalo & Fort Erie Public Bridge Authority

Tel: 716-884-6744, x226 | <http://www.peacebridge.com>
One Peace Bridge Plaza | Buffalo, NY 14213
Ron Rienas, General Manager | Page 12

Greater Buffalo-Niagara Regional Transportation Council (GBNRTC)

Tel: 716-856-2026 | <http://www.gbnrtc.org>
438 Main Street, Suite 503 | Buffalo, NY 14202
Hal Morse, PMP, Executive Director | Page 18

New York State Department of Transportation (DOT)

Tel: 716-847-3238 | <http://www.dot.state.ny.us>
100 Seneca Street | Buffalo, NY 14203
Darrell F. Kaminski, Acting Regional Director | Page 20

Niagara Frontier Transportation Authority (NFTA)

Tel: 716-855-7300 | <http://www.nfta.com>
181 Ellicott Street | Buffalo, NY 14203
Lawrence M. Meckler, Executive Director | Page 21

UTILITIES - ENERGY, SEWER, & WATER

**Erie County Gov. - Dept. of Environment and Planning
Division of Sewerage Mgmt.**

Tel: 716-858-8383 | <http://www.erie.gov/environment/index>
Edward A. Rath County Office Building
95 Franklin Street, Room 1053 | Buffalo, NY 14202
Michael J. Quinn, P.E., Dep. Com. for Sewerage Mgmt. | Page 16

Erie County Water Authority (ECWA)

Tel: 716-849-8484 | <http://www.ecwa.org/index.htm>
350 Ellicott Square Building | 295 Main Street | Buffalo, NY 14203
Robert A. Mendez, Executive Director | Page 17

National Fuel

Tel: 716-686-6123 | <http://www.natfionalfuelgas.com>
6363 Main Street | Williamsville, NY 14221 | Page 19

New York State Electric & Gas Corporation (NYSEG)

Tel: 607-762-4022 | <http://www.nyseg.com/>
P.O. Box 5224 | 18 Link Drive | Binghamton, NY 13902
Paul Huonker, Regional Mgr. Econ. Dev. | P. 20

**NYS Energy Research & Development Authority
(NYSERDA)**

Tel: 716-842-1522 | <http://www.nyserda.org/>
726 Exchange Street, Suite 821 | Buffalo, New York 14203
Kelly Tyler, Senior Project Manager – Econ. Dev. | Page 20

WORKFORCE DEVELOPMENT RESOURCES

Empire State Development Corporation (ESD)

Tel: 716-846-8200 | <http://www.empire.state.ny.us>
95 Perry Street, Suite 500 | Buffalo, NY 14203
Christina Orsi, Regional Director, Page 15

New York State Department of Labor (DOL)

Tel: 716-851-2750 | <http://www.labor.state.ny.us>
290 Main Street | Buffalo, NY 14202
Carolyn Bright, Business Service Rep. | Page 20

UB The Center for Industrial Effectiveness (TCIE)

Tel: 716-645-8800 | <http://www.tcie.buffalo.edu>
1576 Sweet Home Road, Suite 212 | Amherst, NY 14228
Tim Leyh, Director of Business Development | Page 24

**Workforce Development Consortium, Inc. - Buffalo
and Erie County (WDC)
Business Services Department**

Tel: 716-819-9845 | <http://www.wdcinc.org/Business/default.asp>
726 Exchange Street, Suite 630 | Buffalo, New York 14210
Timothy Doolittle, Administrative Director | Page 25

Job Seeker Services - One Stop Career Centers

Buffalo Employment and Training Center (BETC)

Tel: 716-856-5627 | <http://www.workforcebuffalo.org/>
77 Goodell Street | Buffalo, NY 14203 | Page 25

ECC Employment and Training Center

Tel: 716-825-2525 | <http://www.ecconestop.org/>
3176 Abbott Road | Orchard Park, NY 14127 | Page 25

**Workforce Investment Board, Inc., Buffalo and Erie
County (WIB)**

Tel: 716-504-1480 | <http://www.becwib.org>
726 Exchange Street, Suite 632 | Buffalo, New York 14210
James Finamore, Executive Director | Page 25

VENTURE CAPITAL RESOURCES

Erie County Industrial Development Agency (ECIDA)

Tel: 716-856-6525 | <http://www.ecidany.com>
143 Genesee Street | Buffalo, NY 14203
Alfred Culliton, Chief Operating Officer | Page 17

WNY Business Development Fund

Tel: 716-636-3626
726 Exchange Street, Suite 620 | Buffalo, New York 14210
Jack McGowan, Professional Business Advisor | Page 24

WNY Venture Association

Tel: 716-636-3626 | <http://www.wnyventure.com>
726 Exchange Street, Suite 620 | Buffalo, New York 14210 | Page 25

» **AGENCY DESCRIPTIONS**

Amherst Industrial Development Agency (AIDA)

<http://www.amherstida.com>

4287 Main Street
Amherst, NY 14226

James J. Allen, Executive Director
Laure A. Manuszewski, Director of Administrative Services
David Mingoia, Deputy Director
Telephone: 716-688-9000
Fax: 716-688-0205
E-mail: jallen@amherstida.com
laure@amherstida.com
dmingoia@amherstida.com

Authorizes industrial revenue bonds for eligible industrial and commercial projects in the Town of Amherst.

Association of Erie County Governments (AECG)

9771 Partridge Rd.
Colden, NY 14033

Marilyn Calhoun-Allen
Telephone: 716-941-3647

Networking group of local elected officials for Erie County.

Buffalo & Fort Erie Public Bridge Authority

<http://www.peacebridge.com>

One Peace Bridge Plaza
Buffalo, NY 14213

Ron Rienas, General Manager
Telephone: 716-884-6744 (Ext. 226)
Fax: 716-884-2089
Email: rr@peacebridge.com

Serves as an integral link between the U.S. and Canada for the import/export of commercial goods and raw materials

Buffalo Convention Center (BCC)

<http://www.buffaloconvention.com>

One Convention Center Plaza
Buffalo, NY 14202

Paul Murphy, Facility Director
Telephone: 716-855-5555, or
1-800-995-7570
Fax: 716-855-3158
E-mail: info@buffaloconvention.com

Versatile site for conventions and trade shows. Has 64,410-sq. ft. of exhibit space.

Buffalo Niagara Convention and Visitors Bureau (CVB)

<http://www.visitbuffaloniagara.com>

617 Main Street, Suite 200
Buffalo, NY 14203-1496

Dottie Gallagher-Cohen, President and CEO
Michael Even, Vice President of Sales (Ext. 276)
Edward Healy, Vice President of Marketing (Ext. 236)
Leah Mueller, C.T.I.S., Director – Tourism (Ext. 216)
Telephone: 716-852-0511 or 1-800-283-3256
Fax: 716-842-1714
E-mail: info@visitbuffaloniagara.org

Contact for tourist related material, and for assistance in booking conventions. Annually publishes Buffalo and Erie County Visitors Guide which provides information on both local and regional attractions, architecture, events and festivals, sports and recreation, and local accommodations (including maps of Downtown Buffalo and Erie County).

AGENCY DESCRIPTIONS

Buffalo Niagara Enterprise (BNE)

<http://www.buffaloniagara.org>

665 Main Street, Suite 200
Buffalo, NY 14203

Thomas A. Kucharski, President & CEO

Telephone: 716-842-1330 or 1-800-916-9073

Fax: 716-842-1724

Email: info@buffaloniagara.org

BNE is a private/public regional economic development marketing initiative providing business attraction and information services to businesses seeking to expand or relocate to Western New York. Its mission is to be the driving force in marketing the Buffalo Niagara region by establishing our community as a world-recognized place to expand and attract capital investment and quality jobs. The BNE provides 24-hour turnaround on inquiries regarding everything from site and workforce availability, to tax incentives and permitting processes, to cultural and quality of life issues.

DID YOU KNOW

BNE's web site is an asset for employers and site selectors.

The site hosts - IAMBUFFALONIAGARAJOB.com; a site that connects employers with available, productive people.

The site hosts an array of demographic information, and –

BNE has teamed up with Empire State Development to host an on-line database system to market available sites and buildings in the Buffalo Niagara region.

Buffalo Niagara Manufacturing Alliance (BNMA)

<http://www.bnmalliance.com>

169 Bullis Road
Cowlesville, NY 14037

Chris Sansone, President

Telephone: 716-870-7084

The Buffalo Niagara Manufacturing Alliance (BNMA) is the largest non-profit organization representing manufacturers in the Buffalo Niagara region. Its mission is to help members achieve business success in a global economy through advocacy, advice, networking, information, programs, and services.

Buffalo Niagara Partnership

<http://www.thepartnership.org>

665 Main Street, Suite 200
Buffalo, NY 14203

Andrew J. Rudnick, President & CEO

Telephone: 716-852-7100

Fax: 716-852-2761

This is the region's largest business organization with over 3,200 members. The partnership is engaged in business advocacy, business development and business services for the benefit of its members. It publishes the Buffalo Niagara Partnership's Membership Directory and Destination Buffalo Niagara.

Buffalo Place, Inc.

<http://www.buffaloplace.com>

671 Main Street
Buffalo, NY 14203

Michael T. Schmand, Executive Director

Peggy Beardsley, Associate Director

Telephone: 716-856-3150

Fax: 716-852-8490

E-mail: mschmand@buffaloplace.com
pbeardsley@buffaloplace.com

A not-for-profit organization dedicated to improving the economic health and quality of life in the downtown business district. Actively promotes the downtown business district.

Buffalo Urban Development Corporation (BUDC)

<http://budc.edidany.com/>

143 Genesee Street
Buffalo, NY 14203

Peter M. Cammarata, President

David Stebbins, Vice President

Telephone: 716-362-8361

Fax: 716-856-6754

Email: pcammarata@edidany.com

BUCD serves to create a dynamic and responsive project development process and team, capable of meeting the special needs and challenges associated with urban and high impact project area development.

AGENCY DESCRIPTIONS

Buffalo Urban Renewal Agency (BURA)

http://www.ci.buffalo.ny.us/City_Departments/BURA

Housing Office

920 City Hall
Buffalo, NY 14202
Telephone: 716-851-5035
Fax: 716-854-0172

Real Estate Office

901 City Hall
Buffalo, NY 14202
John Hannon, Department Head
Telephone: 716-851-5275
Fax: 716-851-5590
Email: jhannon@city-buffalo.com

The Buffalo Urban Renewal Agency (BURA) is a public benefit corporation that was formed, by an act of New York State Legislature, in 1966. Its corporate purpose includes the general planning and operation of various urban renewal programs designed to prevent or eliminate blight and deterioration in the City of Buffalo.

Buffalo World Trade Association

<http://www.bwta.us/index.htm>

PO Box 130
Lancaster, NY 14086
Barbara Saieva, President
Telephone: 716-685-1781

A networking group to promote good will and trade between the area and the rest of the world.

Business Council of New York State, Inc.

<http://www.bcnys.org>

152 Washington Avenue
Albany, NY 12210
Heather Briccetti, President and CEO
Telephone: 518-465-7511, or 1-800-358-1202
Fax: 518-465-4389
E-mail: heather.briccetti@bcnys.org

Private sector lobbying group for New York State businesses.

Canadian Consulate General

<http://www.buffalo.gc.ca>

3000 HSBC Center
Buffalo, NY 14203-2884
Marta Moszczenska, Consul General
Michael Flaherty, Consul and Senior Trade Comm.
Telephone: 716-858-9500
Fax: 716-852-4340

The consulate has offices that handle tourism, immigration and public affairs. Facilitates trade from Canada into the United States.

Canisius College Center for Professional Development and Women's Business Center

<http://www.canisius.edu/cpd> | <http://www.canisius.edu/wbc>

Center for Professional Development

Canisius Amherst Conference Center
300 Corporate Pkwy.
Amherst, NY 14226
Maureen Millane-Rusk, Assoc. Dean - External Bus. Programs
Telephone: 716-888-8490
Fax: 716-888-8495
E-mail: diatia@canisius.edu

Utilizes resources for company consultation, training, research, and educational needs necessary to train an effective workforce.

Women's Business Center

Canisius College
Demerly Hall
2365 Main Street
Buffalo, NY 14214
Melinda Rath Sanderson, Executive Director
Telephone: 716-888-8280
Fax: 716-888-8284

Uses faculty, local entrepreneurs and professional experts to enhance the growth of new and established businesses by offering programs, workshops, and individual coaching.

Clarence Industrial Development Agency

http://www.erie.gov/clarence/depts_tcida.asp

One Town Place
Clarence, NY 14031
David Hartzell, CIDA Chairman
Telephone: 716-741-0149
Fax: 716-741-4715

Authorizes industrial revenue bonds for eligible industrial and commercial projects in the Town of Clarence.

AGENCY DESCRIPTIONS

Concord Industrial Development Agency

<http://www.concordida.com>

86 Franklin Street, P.O. Box 368
Springville, NY 14141

Gary Eppolito, Chairman
Paul R. Leon, Concord IDA Consultant

Telephone: 716-592-3321

Fax: 716-592-5030

E-mail: concord@buffnet.net

Authorizes industrial revenue bonds for eligible industrial and commercial projects in the Town of Concord.

Eden Economic Development, Town of

<http://www.edenny.org/econ.html>

2795 E. Church Street
Eden, NY 14057

Ed Krycia, Chairman, Economic Advisory Committee

Telephone: 716-992-3408

Fax: 716-992-4131

Provides assistance to existing and new businesses interested in locating in the Town of Eden.

Empire State Development Corporation (ESD)

<http://www.empire.state.ny.us>

95 Perry Street, Suite 500
Buffalo, NY 14203

Christina Orsi, Regional Director

Telephone: 716-846-8200

Fax: 716-846-8260

New York State's Economic Development Agency offers a full menu of business assistance, including financial resources and technical expertise for facility expansions, machinery and equipment purchases, site and infrastructure development, manufacturing productivity analysis, workforce training, global export market development, and recycling business investments. It has the ability to act as primary point of contact for all business and planning inquiries and needs.

Erie Canal Harbor Development Corporation (ECHDC)

<http://www.eriecanalharbor.com>

95 Perry Street, Suite 500
Buffalo, NY 14203

Thomas P. Dee, President

Jordan Levy, ECHDC Chairman

Telephone: 716-846-8200

Fax: 716-846-8260

The ECHDC is a subsidiary agency of Empire State Development (ESD). Its vision is to revitalize Western New York's waterfront and restore economic growth to Buffalo, based on the region's legacy of pride, urban significance and natural beauty

VISION STATEMENT

Erie County will be a world-class community where people want to live, businesses want to locate, and tourists want to visit

Erie County Government

Buffalo & Erie County Public Library (B&ECPL)

<http://www.buffalolib.org/>

1 Lafayette Square
Buffalo, NY 14203

Mary Jean Jakubowski, Director

Telephone: 716-858-8900

Fax: 716-858-6211

The Buffalo & Erie County Public Library (B&ECPL) serves as a center of information, education, culture, and entertainment for the residents of Erie County.

Erie County Government County Clerk's Office

<http://www.erie.gov/clerk/>

25 Delaware Avenue
Buffalo, NY 14202

Currently Vacant

Telephone: 716-858-8785

716-858-7450 (Auto Bureau)

Fax: 716-858-6550

Email: ErieCountyClerkOffice@erie.gov

The Erie County Clerk's Office is responsible for recording, filing, and maintaining a central repository of legal documents and records. This includes property titles, land and real estate transactions, and transactions related to corporate filings, assumed names, and Supreme Court and County Court papers. The County Clerk's Office also issues driving, hunting, and fishing licenses as an agent for the State.

» **AGENCY DESCRIPTIONS**

Erie County Government

Department of Environment and Planning

<http://www.erie.gov/environment/>

Edward A. Rath County Office Building
95 Franklin Street, 10th Floor
Buffalo, NY 14202

Kathy Konst, Commissioner

Telephone: 716-858-8390

The Department of Environment and Planning strives to improve the quality of life of Erie County residents by working to promote economic growth, ensure environmental quality, provide recreational amenities, support social infrastructure, attract and retain growing businesses, and by planning a community where people want to live, work, and prosper. This department provides direct services and staff assistance for physical, community, and economic development planning and implementation to County government, local governments, residents, and businesses.

The Department consists of the following divisions:

Planning and Environmental Compliance

Darren E. Kempner, CPA, MUP
Dep. Com. of Planning and Environmental Compliance

Thomas J. Dearing, Comm. Planning Coordinator

Dale J. Morris, Director, GIS

Telephone: 716-858-8390

Fax: 716-858-7248

Thomas R. Hersey, Coord. Pollution Prevention Prog.

Paul B. Kranz, P.E., CSSGB, Associate Engineer

Telephone: 716-858-6370

Fax: 716-858-7713

The Planning unit provides local planning assistance to municipal governments and undertakes long-range planning in specific functional areas, including farmland, environmental features, waterfront, and land use. Other important activities include a project implementation program wherein specific recommendations contained in the long-range plan are carried out through capital construction, grant writing, and project reviews. Environmental Compliance is charged with protecting the environment and our natural resources through the implementation of a variety of environmental and energy-related initiatives focused on addressing the needs of Erie County municipalities, businesses, and citizens. These programs involve achieving and maintaining environmental standards; improving the efficiency of and minimizing the impacts of waste management and energy use practices; advising on proposed environmental statutes, rules, and regulations; protecting and enhancing our Great Lakes resources; and monitoring remediation.

Economic Development

Daniel D. Barry, Dep. Com. of Economic Development

Telephone: 716-858-6231

Fax: 716-858-7713

Kenneth J. Swanekamp, Dir. of Business Assistance

Christopher Pawenski, Coordinator - Industrial Services

Telephone: 716-858-8390

Fax: 716-858-7248

Economic Development is responsible for developing strategic economic development plans and operational policies to promote the economic health of Erie County. It provides oversight and linkage with the principal economic development agencies in Erie County, including the Erie County Industrial Development Agency, and advances the business development and expansion needs of companies located in and new to Erie County. Erie County assists with the development of a robust business development program involving all economic development partners, which aggressively responds to the needs of existing businesses and works to capture new investment opportunities.

Sewerage Management

Joseph L. Fiegl, P.E., Dep. Com. for Sewerage Mgmt.

James A. Carr, P.E., Asst. Dep. Com. for Sewerage Mgmt.

Charles Katra, Asst. Dep. Com. for Sewerage Mgmt.

Telephone: 716-858-8383

Fax: 716-858-6257

Responsible for the planning, financing, design and construction, and subsequent operation and maintenance of the County-owned sewage facilities. The Erie County sewage system covers one-third (1/3) of developable land.

Erie County Government

Division of Equal Employment Opportunity (EEO)

<http://www.erie.gov/depts/eoo/>

Edward A. Rath County Office Building

95 Franklin Street, Room 625

Buffalo, NY 14202

William Lobbins, Director

Telephone: 716-858-7542

Fax: 716-858-8464

The division is the ombudsman for minority and women business enterprises (M/WBE's). It assists and certifies minority and women business enterprises. The Division audits county contracts for goods, services and construction to maintain participation goals for M/WBE's. Services are provided to facilitate M/WBE access to County contracts. A Job Bank is available to assist County departments and local businesses in recruiting protected class members for employment.

AGENCY DESCRIPTIONS //

Erie County Industrial Development Agency (ECIDA)

<http://www.ecidany.com>

143 Genesee Street
Buffalo, NY 14203

Alfred Culliton, Chief Operating Officer
John Cappellino, Exec. VP
Beth O'Keefe, Business Development Officer
Telephone: 716-856-6525
Fax: 716-856-6754
E-mail: info@ecidany.com

County-wide agency authorizes industrial revenue bonds for eligible industrial and commercial projects within county limits. Administers revolving loan fund for fixed-assets and working capital for business projects in specific county areas. Operates a public-private venture capital fund to invest in high-tech companies that have large growth potential. Works in conjunction with local area banks, and the U.S. Small Business Administration (SBA) on loan program targeted at minority, women and/or start-up business enterprises. International program has available financial products to support export trade, including EXIM Bank and SBA financing. Licensed broker in New York State for export credit insurance. Organizes 2 to 3 trade missions per year. Administers Foreign Trade Zone program for Erie County.

DID YOU KNOW

ECIDA's web site has a project benefit calculator to calculate tax savings for projects. Just fill in the project size and choose any Erie County location. Click the calculate button; and the Estimator calculates the benefits. It shows the savings and the ECIDA fees. Run as many scenarios as you like.

Erie County Water Authority (ECWA)

<http://www.ecwa.org/index.htm>

Ellicott Square Building, Room 350
295 Main Street
Buffalo, NY 14203

Robert A. Mendez, Executive Director
Wesley C. Dust, P.E., Executive Engineer
Telephone: 716-849-8484
Fax: 716-849-8467
Email: questionscomments@ewca.org

Is a public benefit corporation formed in 1953 to provide potable water supplies to the residents of WNY. The Authority was created to finance, construct, operate and maintain a water supply and distribution system to benefit the residents of Erie County

Evans Community Development, Town of

<http://www.townofevans.org/toedepartments/toecommunitydev>

8787 Erie Road
Angola, NY 14006

Lori A. Szewczyk, Director of Community Dev.
Telephone: 716-549-3915
Fax: 716-549-0456
E-mail: evanscommunitydev@yahoo.com

Provides assistance to existing and new businesses interested in locating in the Town of Evans.

Governor's Office of Regulatory Reform (GORR)

<http://www.gorr.state.ny.us>

Agency Building 1—4th Floor
Empire State Plaza, P.O. Box 2107
Albany, NY 12220-0107

Robert Hermann, Director
Amelia Stern, Acting Director and Counsel
Telephone: 518-486-3292
Fax: 518-473-9962
Email: permits@gorr.state.com

Offers permit assistance and general information regarding regulatory reform. For permit assistance only, call 1-800-342-3464; or visit online permit database listed above.

LOCAL PERMITS

A person contemplating starting a business should be aware of local laws. It is important to contact the village, town or city and county clerk where the business plans to locate. Examples of local considerations are zoning, parking, sign regulations, and certain occupational licenses such as auctioneers, electricians and plumbers. It is advisable to contact your local government first.

Greater Buffalo Building Owners & Managers Association (BOMA)

<http://www.bomabuffalo.com>

465 Main Street, Suite 130
Buffalo, NY 14203

Jennifer Aiple, Executive Director
Telephone: 716-856-3801
Fax: 716-843-8607
E-mail: info@bomabuffalo.com

A non-profit trade association of over 110 property professionals within the commercial real estate industry. In representing its members and the business community to local and State officials, BOMA speaks as an industry-wide voice providing a more powerful and dynamic representation.

AGENCY DESCRIPTIONS

Greater Buffalo-Niagara Regional Transportation Council (GBNRTC)

<http://www.gbnrtc.org>

438 Main Street, Suite 503
Buffalo, NY 14202

Hal Morse, PMP, Executive Director

Telephone: 716-856-2026

Fax: 716-856-3203

E-mail: hmorse@gbnrtc.org

Buffalo - Niagara Falls area metropolitan planning organization responsible for transportation studies, planning, and programming of federal transportation funds in Erie and Niagara Counties.

Hamburg - Development Corporation & Industrial Development Agency (HIDA)

<http://www.hamburgida.com>

6100 South Park Avenue
Hamburg, NY 14075

Michael J. Bartlett, Executive Director

Telephone: 716-648-4145

Fax: 716-648-0151

E-mail: hamburgida@townofhamburgny.com

Provides small business loans, and authorizes industrial revenue bonds for eligible industrial and commercial projects in the Town of Hamburg.

Insyte Consulting

<http://www.insyte-consulting.com>

76 Exchange Street, Suite 812
Buffalo, NY 14210

Benjamin Rand, President

John Murray, Director, Sales & Marketing

Telephone: 716-636-3626

Fax: 716-845-6418

E-mail: jmurray@wnytd.com

Is a world-class consulting company working since 1982 to "transform WNY business". Operating as a private, not-for-profit corporation, the Insyte's mission is to strengthen, expand, and diversify the manufacturing and technology base in Western New York. Insyte provides strategic and operational consulting services to WNY manufacturers and technology-based businesses in areas such as lean manufacturing, strategic and marketing planning, quality systems, information technology, and new technology adoption. In addition, Insyte supports the creation and growth of new technology-based businesses through access to venture capital, business planning, and loaned executives. The sharing of "best business practices" is one of Insyte's key goals.

International Agri-Center

<http://www.hamburgfairgrounds.com/>

Hamburg Fairgrounds
5600 McKinley Parkway
Hamburg, NY 14075

Dennis Lang, Manager

Telephone: 716-648-9733

Fax: 716-648-7560

Versatile site for conventions and trade shows. Has 47,500 square feet of exhibit space.

International Institute of Buffalo New York, Inc.

<http://www.iibuff.org>

864 Delaware Avenue
Buffalo, NY 14209

Eva Hassett, Executive Director

Telephone: 716-883-1900

Fax: 716-883-9529

E-mail: iib@iibuff.org

The Institute serves as a dynamic international center, providing critical services to refugees and immigrants and promoting global understanding and connections in Western New York.

Lackawanna Community Development Corporation (LCDC) and Lackawanna Housing Development Corporation (LHDC)

<http://www.lackawannany.com> and

<http://www.dher.state.ny.us>

640 Ridge Road
Lackawanna, NY 14218

Nicholas W. Monafio, Executive Director

Telephone: 716-823-5124

Fax: 716-823-5947

E-mail: LDHCorp@aol.com

The Lackawanna Community Development Corporation (LCDC) offers tax incentives, low cost financing and technical assistance to existing businesses in the City, and to new companies interested in locating in the City of Lackawanna. The LCDC also assists existing Empire Zone companies.

The Lackawanna Housing Development Corporation (LHDC), a not-for-profit housing corporation, was founded in 1990 as an associated corporation of the Lackawanna Community Development Corporation (LCDC). LHDC is designed to improve the quality of life through the restoration of deteriorated housing stock, creating new housing, and encouraging residential growth for low to moderate income households in the First and Second Wards in the City of Lackawanna.

AGENCY DESCRIPTIONS

Lancaster Industrial Development Agency, Town of (LIDA)

<http://www.lancasterny.com>

21 Central Avenue
Lancaster, NY 14086

Robert H. Giza, Chairman
Paul R. Leone, Consultant

Telephone: 716-683-1610

Fax: 716-683-0512

E-mail: lookatus@lancasterny.com

Authorizes industrial revenue bonds for eligible industrial and commercial projects in the Town of Lancaster.

Lancaster Community Development Corporation, Village of

<http://www.lancastercdc.org>

Municipal Building
5423 Broadway
Lancaster, NY 14086

Jeffrey Stribing, President

Telephone: 716-601-1098

Fax: 716-684-4830

The Village of Lancaster Community Development Corporation exists in order to plan, promote and, if necessary, to coordinate and execute programs in the Village core business district aimed at improving the quality of life of its residents by developing new approaches and methods of economic development. The Lancaster CDC strives to achieve certain educational and charitable objectives as well as developing, operating, and maintaining commercial and recreational facilities, assisting local businesses with rehabilitation efforts, and providing financial aid to assist residents and local businesses with improving the quality of its core business district.

National Fuel

<http://www.natfuel.com>

6363 Main Street
Williamsville, NY 14221

Telephone: 716-686-6123 (Customer Service)

716-857-7000 (Corporate)

Fax: 716-857-6500

Delivers natural gas to all areas of Erie County and most of Western New York. Provides technical assistance for equipment applications, and energy conservation projects and methods. Offers a discounted rate within a New York State Empire Zone for qualified customers.

National Grid

<http://www.nationalgridus.com>

<http://www.shovelready.com>

300 Erie Boulevard West, Suite A2
Syracuse, NY 13202

Brian R. Anderson, Senior Economic Developer

Telephone: 315-428-5198

Fax: 315-428-3419

Email: brian.anderson@us.ngrid.com

Economic development services include electric pricing, emissions credits, site location assistance, and productivity enhancement assessments. National Grid is the largest utility company in Upstate New York. The shovel ready web site provides a comprehensive resource for building and site location information.

New York Business Development Corporation (NYBDC)

<http://www.nybdc.com>

300 International Drive, Suite 126
Williamsville, NY 14221

Michael A Taylor, Senior Vice President

Telephone: 716-626-3423

Fax: 716-626-3001

E-mail: mtaylor@nybdc.com

NYBDC was created by an act of the NY State Legislature in 1955. NYBC is privately owned, managed and funded by banks across the state with the mandate of promoting employment and economic development. This is done through long term loans to creditworthy small and medium size businesses that are candidates for financing outside of or in conjunction with conventional bank sources. Many of its borrowers do not meet the requirements for traditional bank financing. It has programs specifically targeted at providing financing opportunities for minority and women-owned businesses.

AGENCY DESCRIPTIONS

New York State (NYS) Department of Environmental Conservation (DEC)

<http://www.dec.ny.gov>

270 Michigan Avenue
Buffalo, NY 14203

Abby M. Snyder, Regional Director

Telephone: 716-851-7200

Fax: 716-851-7211

Email: region9@gw.dec.state.ny.us

Regional office is the first point of contact for obtaining and renewing DEC permits and for reporting environmental or natural resources problems. Uses permits to control pollution of air and water, transport and disposal of solid and hazardous wastes, pesticide use, mining and mined land reclamation.

NYS Department of Labor (DOL) Business Services Unit

<http://www.labor.state.ny.us>

290 Main Street
Buffalo, NY 14202

Telephone: 716-851-2750

NYS DOL Business Unit offers a number of programs that assist employers. These include recruitment assistance, human resource consulting, workforce development and training (apprenticeship and on-the-job training programs), empire zone program, equal employment opportunity services, OSHA consultation, layoff transition services, and unemployment insurance programs. In addition, below are two more services in more detail.

Division of Employment Services

284 Main Street, Room 235
Buffalo, NY 14202

Carolyn Bright, Business Service Rep

Telephone: 716-851-2753

Fax: 716-851-2702

E-mail: Carolyn.Bright@labor.state.ny.us

Offers several grants to businesses to upgrade the skills of incumbent workers. Up to \$100,000 is available for workers to learn new skills.

Division of Research and Statistics

290 Main Street, Room 235
Buffalo, NY 14202

John Slenker, Regional Economist

Telephone: 716-851-2742

Fax: 716-851-2607

E-mail: John.Slenker@labor.state.ny.us

Provides information on labor market conditions, employment trends, and wage comparisons for WNY and New York State.

NYS Department of Transportation (DOT)

<http://www.nysdot.gov>

100 Seneca Street
Buffalo, NY 14203

Darrell F. Kaminski, Acting Regional Director

Ramsey E. Kahi, Regional Planning & Program Manager

Telephone: 716-847-3238 (Kaminski)

716-847-3241 (Kahi)

Fax: 716-847-3961 (Kaminski)

716-847-3080 (Kahi)

Contact for accessing the Industrial Access Program (IAP), which provides funding for highway and bridge improvements that will facilitate economic development.

New York State Electric & Gas Corporation (NYSEG)

<http://www.nyseg.com/>

James A Carrigg Center, Kirkwood
P.O. Box 5224
18 Link Drive
Kirkwood Industrial Park
Binghamton, NY 13902

Paul Huonker, Regional Mgr. Ec. Dev.

Telephone: 607-762-4022

Fax: 607-762-8400

E-mail: phuonker@nyseg.com

NYSEG provides electric transmission and distribution service to communities of Cheektowaga, Clarence, East Aurora, Hamburg, Orchard Park, West Seneca, and eastern and southern Erie County. Also provides technical assistance and energy price incentives for economic development purposes.

New York State (NYS) Energy Research and Development Authority (NYSERDA)

<http://www.nyserda.org/>

726 Exchange Street, Suite 821
Buffalo, New York 14210

Kelly Tyler, Senior Project Mgr. – Econ. Development

Telephone: 716-842-1522 or 1-800-NYSERDA

Fax: 716-842-0156

E-mail: kbt@nyserda.org

A public benefit corporation that provides energy-related technical and financial packaging assistance to businesses and institutions to promote energy efficiency and economic development.

AGENCY DESCRIPTIONS

Niagara Frontier Transportation Authority (NFTA)

<http://www.nfta.com>

181 Ellicott Street
Buffalo, NY 14203

Kimberly A. Minkel, Executive Director

Telephone: 716-855-7470

Fax: 716-855-6655

Email: info@nfta.com

Operates mass transit systems (rail and bus) and airports for both Erie and Niagara counties.

Office of Urban Initiatives, Inc. (OUI)

University at Buffalo
3435 Main Street, 201 G. Hayes Hall
Buffalo, NY 14214

Dr. Henry Louis Taylor, Jr., President

Telephone: 716-829-2133 ext. 212

Fax: 716-829-2713

E-mail: htaylor@buffalo.edu

OUI is a community economic development organization dedicated to using business development to create jobs, produce community wealth, and build strong neighborhoods. Offers minority and women-owned businesses mentoring program. Provides information through ADVANCE, a monthly trendletter on business and economic development issues and the Community and Business Development Forum Series.

Orchard Park Economic Development Committee

<http://www.orchardparkny.org/town/comitees/business>

3623 Eggert Road, Suite 103
Orchard Park, NY 14127

John C. Bailey, Esq., Chairman

Telephone: 716-662-0236

Fax: 716-662-0238

Email: jcbwhy@aol.com

Offers assistance to local businesses and new companies interested in the Town of Orchard Park.

SCORE

(Counselors to America's Small Businesses)

<http://buffaloniagara.score.org/>

130 South Elmwood Avenue
Suite 540
Buffalo, NY 14202

Telephone: 716-551-4301

Fax: 716-551-4418

Free business counseling by men and women who have had successful business careers as company executives or owners of their own business.

DID YOU KNOW

It's never been easier to buy locally, or to have your product produced locally.

Over 300 local manufacturers with web sites can be found in the Buffalo & Erie County, NY Manufacturers Web Index.

THE SITE

<http://directories.erie.gov/mfgweb/index.asp>

The index provides the address, phone number and direct link to the company web site. Searches can be done by name, location or industry descriptions.

Small Business Development Center (SBDC)

<http://www.nys-sbdc.suny.edu>

Buffalo State College
Cleveland Hall 206
1300 Elmwood Avenue
Buffalo, NY 14222

Susan McCartney, Director

Telephone: 716-878-4030

Fax: 716-878-4067

E-mail: buffalოსbdc@buffalოსtate.edu

Provides one-to-one counseling to start-up and existing small businesses on a wide range of advisory, training and research services including the preparation of business plans, marketing programs and financial strategies. Export Assistance Program targets both the beginner, and the more experienced small business exporter.

➤ **AGENCY DESCRIPTIONS**

**Tonawanda Development Corporation,
Town of (TTDC)**

<http://www.tonawanda.com>

169 Sheridan Parkside Drive, Room 117
Tonawanda, NY 14150

Robert L. Dimmig, Executive Director

Telephone: 716-871-8072

Fax: 716-871-8073

E-mail: ttdc@tonawanda.ny.us

Responsible for strategic planning, business attraction and retention, and special projects in the Town of Tonawanda, including administration of the Town's Empire Zone program. Strategic planning includes the development of policies and programs to meet local economic priorities, including brownfield redevelopment. Business attraction and retention include traditional services, such as site location, public financing and coordination with local government. Special projects respond to unique community needs, such as demolition of abandoned structures or industry-sponsored childcare services.

United States (U.S.)

Army Corps of Engineers

<http://www.lrb.usace.army.mil>

1776 Niagara Street
Buffalo, NY 14207

LTC Stephen H. Bales, District Commander

Telephone: 716-879-4104

Fax: 716-879-4195

Engineering, transportation and planning of navigable waterways.

**U.S. Citizenship and Immigration
Services**

<http://uscis.gov/>

Federal Center
130 Delaware Avenue, 1st Floor
Buffalo, NY 14202

M. Frances Holmes, District Director

Telephone: 716-551-4741, Ext. 3900

Fax: 716-551-3141

Promote national security, eliminates immigration adjudications backlogs, and implements solutions for improving immigration customer services.

U.S. Customs and Border Protection

<http://www.cbp.gov>

4455 Genesee Street
Buffalo, NY 14225

James Engleman, Director of Field Operations

Telephone: 716-626-0400

Fax: 716-626-1164

Responsible for assessment and collection of all duties, taxes and fees on imported merchandise, the enforcement of customs and other related laws, and administration of other federal regulations.

**U.S. Department of Commerce
Buffalo Export Assistance Center**

<http://www.buyusa.gov/buffalo>

130 South Elmwood Avenue, Suite 530
Buffalo, NY 14202

James Mariano, Director

Rosanna Masucci, Senior International Trade Specialist

Telephone: 716-551-4191

Fax: 716-551-5290

E-mail: james.mariano@mail.doc.gov

Rosanna.masucci@mail.doc.gov

Its mission is to help U.S. Firms increase export sales and market share. Have commercial offices in 145 cities in 77 countries. International trade specialists offer assistance to businesses interested in exporting, assess a company's export potential and provide one-on-one counseling. A comprehensive range of export facilitation services are available including: identifying target markets, locating foreign representation, developing sales leads providing marketing assistance, industry reports and trade show information.

U.S. Small Business Administration (SBA)

<http://www.sba.gov/localresources/district/ny/buffalo/index>

Niagara Center
130 South Elmwood Avenue, Suite 540
Buffalo, NY 14202

Franklin J. Sciortino, District Director

Telephone: 716-551-4301

Fax: 716-551-4418

Programs assist with every aspect of starting a business, from developing a business plan to obtaining financing, from marketing products and services to managing a company. The general loan program, which represents the majority of the agency's total loan effort, promotes small business growth by guarantees of up to 80% of the amount provided by commercial lenders. Also offers Surety Bonds and Minority Enterprise Development program.

AGENCY DESCRIPTIONS

**University at Buffalo (UB)
Center for Entrepreneurial Leadership (CEL)**

UB School of Management

<http://www.mgt.buffalo.edu/cel>School of Management
672 Delaware Avenue
Buffalo, NY 14209

Tom Ulbrich, Executive Director

Telephone: 716-885-5715

Fax: 716-885-5718

E-mail: tulbrich@buffalo.edu

Provides a ten-month professional development program that is directed toward business owners and operators whose firms have progressed well beyond the startup phase of operation.

UB Engineering Student Employment Program

School of Engineering and Applied Sciences

<http://www.eng-intern.buffalo.edu/>412 Bonner Hall, UB North Campus
Buffalo, NY 14260

Harvey G. Stenger Jr., PE, Dean and Professor

Telephone: 716-645-2771 (Ext. 1101)

Fax: 716-645-2495

E-mail: hstenger@buffalo.edu

Offers qualified post-junior year engineering students for employment on useful technical projects. Employers obtain value from student technical skills on the job and can evaluate the students as prospects for future employment. Students obtain useful job experience and the opportunity to apply engineering skills for the benefit of their employer.

UB Regional Institute<http://regional-institute.buffalo.edu>University at Buffalo, UB Downtown Gateway
77 Goodell Street, Suite 302
Buffalo, NY 14203

Kathryn A. Foster, Director

Kathryn Byrk Friedman, Director of Law and Policy Research

Telephone: 716-878-2440

Fax: 716-842-0154

E-mail: regional-institute@buffalo.edu

Coordinates and serves as a point of contact for a number of programs related to issues of regional study, analysis and development. Produces the web-based "Regional Information Network" - <http://wnyrin.com/>, which provides regional information on Western New York area.

UB National Center for Geographic Information and Analysis (NCGIA)<http://www.ncgia.buffalo.edu/>University at Buffalo
Wilkeson Quad Room 301
Buffalo, NY 14261

Dr. David M. Mark, Director of NCGIA

Telephone: 716-645-2545

Fax: 716-645-5957

E-mail: ncgia@acsu.buffalo.edu

Established to develop and expand geographic information systems (GIS). Provides custom-designed maps and routings; useful for such areas as agriculture, transportation, construction and waste disposal. Assists with market analysis and demographic studies enabling a company to select sites, evaluate new products and target markets.

UB Office of Science, Technology Transfer and Economic Outreach (STOR)<http://www.stor.buffalo.edu>1576 Sweet Home Road
Amherst, NY 14228

Dr. Robert J. Genco, D.D.S. & Ph.D., Vice Provost & Dir.

Telephone: 716-645-5500

Fax: 716-636-5921

E-mail: prv-stor@buffalo.edu
rjgenco@buffalo.edu (Genco)

The Office of Science, Technology Transfer and Economic Outreach (STOR) promotes the development and transfer of technology, innovations and expertise from the university to the marketplace spurring the establishment and growth of new business enterprises. STOR's three divisions—Intellectual Property, Funding, and Commercialization—provide business leaders, researchers, and entrepreneurs with easy access to UB's extensive resources and expertise.

UB World Languages Program

Department of Linguistics

http://linguistics.buffalo.edu/language_programsUniversity at Buffalo
609 Baldy Hall, North Campus
Buffalo, NY 14260

David Fertig, Director

Telephone: 716-645-2177

Fax: 716-645-3825

E-mail: fertig@buffalo.edu

Provides translation, interpretation and cultural training services to local businesses.

» **AGENCY DESCRIPTIONS**

UB The Center for Industrial Effectiveness (TCIE)

School of Engineering and Applied Sciences

<http://www.tcie.buffalo.edu>

1576 Sweet Home Road, Suite 212

Amherst, NY 14228

Tim Leyh, Director of Business Development

Telephone: 716-645-8800

Fax: 716-636-5921

E-mail: tleyh@buffalo.edu

TCIE is a business consulting and economic development arm of the university. TCIE serves as a liaison between area businesses and manufacturers and a wide range of UB resources. Faculty members from many departments are assigned to work on projects tailored to the needs of area companies. Projects may also feature material testing labs, technicians, graduate students, and university design and research centers.

TCIE also helps to administer the Strategic Partnership for Industrial Resurgence (SPIR) program. SPIR provides up to 50% financing for small to mid-size companies that seek efficiency and process improvements, product development assistance, and quality program implementation. TCIE is also committed to strengthening the work force of the region, providing training needs assessments, training grant development and administration, and both soft skills and technical training programs.

Contracted services and project management for industrial process improvements, quality initiatives, product development, lean manufacturing, business planning and marketing consulting, business translations, grant writing support and grant administration (e.g. NYS Department of Labor Safety Training Grants, Empire State Development training grants).

Upstate New York Regional Minority Purchasing Council, Inc. (UNYRMPC)

<http://www.unyrmpci.org>

665 Main Street

Suite 200

Buffalo, NY 14207

Linda Terrell, President/CEO

Telephone: 716-541-1734

Fax: 716-852-2761

E-mail: info@unyrmpci.org

Provides assistance for major corporations to identify and certify qualified minority business persons who can supply these firms with goods and/or services. Maintains directory that is updated semi-annually of certified minority business persons and their capabilities for its members so they have a readily accessible source of MBE information.

WNY Business Development Fund

<http://www.insyte-consulting.com/Home/Funding/BDF>

726 Exchange Street, Suite 620

Buffalo, NY 14210

Jack McGowan, Professional Business Advisor

Telephone: 716-636-3626

Fax: 716-845-4418

Email: jmcgowan@insyte-consulting.com

Provides seed and growth capital to technology entrepreneurs and start-up companies within Western New York. Applicants may receive an equity investment of up to \$100,000. Investments are made in two phases. A phase I investment is \$25,000 and a phase II is \$75,000. Phase I and II funding are subject to separate approval and due diligence and must be matched by funds provided by the entrepreneur or other funding sources. Phase II is not automatic.

WNY Events Centre

<http://www.eventcentre.net>

11163 Main Street

Clarence, NY 14031

Nick Karnavas, General Manager

Telephone: 716-759-6300

Fax: 716-759-6351

E-mail: nick@eventcentre.net

Versatile site for conventions and trade shows. Has 45,000 square feet of exhibit space.

WNY Foreign Trade Zones Operators, Inc.

<http://www.wnyftz.com>

10 North Gates Avenue

Lackawanna, NY 14218

Timothy J. Palisano, Director of Operations

Telephone: 716-823-2142

Fax: 716-823-2613

E-mail: ftz@wnyftz.com

Operator of FTZ's Site 1 - Gateway Trade Center. Railroad, truck, water and air transportation are conveniently available. Duty free domestic and distribution, and third party services. Special tax advantages available for qualified firms.

AGENCY DESCRIPTIONS

WNY Venture Association

<http://www.wnyventure.com>

726 Exchange Street, Suite 812
Buffalo, NY 14210

Telephone: 716-636-3626

Fax: 716-845-6418

E-mail: info@wnyventure.com

Provide entrepreneurs an opportunity to present their business plans to interested investors through a series of networking meetings throughout the year.

Presenters also receive coaching and feedback about their business plan prior to making presentations

Workforce Development Consortium, Inc., Buffalo and Erie County (WDC)

<http://www.wdcinc.org/>

Funded under the Workforce Investment Act of 1998, the WDC offers a wide range of subsidized employment and training services/programs for businesses and individual job seekers.

Business Services

Workforce Development Consortium Business Services Department

<http://www.wdcinc.org/Business/default.asp>

726 Exchange Street, Suite 630
Buffalo, NY 14210

Timothy Doolittle, Administrative Director

Telephone: 716-819-9845

Fax: 716-819-9849

Email: tdoolittle@wdcinc.org

Business services include, but are not limited to the following: employee recruitment and screening, customized training program development, on-the-job training services, specialized assistance for start-ups and expansions and tax credit assistance.

Job Seeker Services - One-Stop Career Centers

Buffalo Employment and Training Center (BETC)

<http://www.workforcebuffalo.org/>

77 Goodell Street
Buffalo, NY 14203

Telephone: 716-856-5627

Fax: 716-856-5670

Email: betc@wdcinc.org

ECC Employment and Training Center

<http://www.ecconestop.org/>

3176 Abbott Road
Orchard Park, NY 14127

Telephone: 716-825-2525

Fax: 716-825-6076

Offers job seekers access to a wide array of job training, education and employment services all under one roof. Services include, but are not limited to the following: career counseling, resume development, interviewing assistance, job training, classroom instruction and job referral and placement.

Workforce Investment Board, Inc., Buffalo and Erie County (WIB)

<http://www.becwib.org>

726 Exchange Street, Suite 632
Buffalo, NY 14210

James Finamore, Executive Director

Timothy Reidy, Chairman

Telephone: 716-504-1480

Fax: 716-504-1483

Email: info@becwib.org

Established under the provisions of the Workforce Investment Act of 1998, the WIB is a private sector driven board appointed by the Erie County Executive and the Mayor of the City of Buffalo and charged with developing local workforce development policies and procedures and overseeing and evaluating their implementation.

World Trade Center Buffalo Niagara (WTCBN)

<http://www.wtcbn.com>

725 Main Street
Buffalo, NY 14203

Chris Johnston, President

Telephone: 716-852-7160

Fax: 716-852-7161

E-mail: info@wtcbn.com

The WTCBN is a not-for-profit organization dedicated to the advancement of international trade. Formerly known as the Niagara International Trade Council, WTCBN became a member of the World Trade Centers Association, Inc. in October 2000. The WTCBN, which includes both Canadian and American members, is recognized as a bi-national World Trade Center by the World Trade Center's Association, Inc. There are over 300 World Trade Centers in 97 countries, with 72 in North America. The mission of the WTCBN is to create, promote and support business development opportunities from international trade through education, networking, and the provision of trade development services for its members and the regional trading community.

CHAMBERS OF COMMERCE

Akron Chamber of Commerce

PO Box 248
85 Main Street
Akron, NY 14001
Will Griffin, President
Telephone: 716-542-4050
Members: 125

Alden Chamber of Commerce

<http://www.aldenny.org>
13500 Broadway, PO Box 149
Alden, NY 14004
Christopher Gust, President
Barbara Hoskyns, Executive Secretary
Telephone: 716-937-6177
Fax: 716-937-4106
Members: 321

Amherst Chamber of Commerce

<http://www.amherst.org>
350 Essjay Road, Suite 200
Williamsville, NY 14221
Colleen C. Dipirro, President/CEO
Telephone: 716-632-6905
Fax: 716-632-0548
Members: 2,000

Buffalo Niagara Partnership

"Buffalo Chamber"
<http://www.thepartnership.org>
665 Main Street, Suite 200
Buffalo, NY 14203
Andrew J. Rudnick, President/CEO
Telephone: 716-852-7100
Fax: 716-852-2761
Members: 2,500+

Cheektowaga Chamber of Commerce

<http://www.cheektowaga.org>
Appletree Business Park
2875 Union Road, Suite 50
Cheektowaga, NY 14227
Debra S. Liegl, President
Telephone: 716-684-5838
Fax: 716-684-5571
Members: 900

Clarence Chamber of Commerce Inc.

<http://www.clarence.org>
8975 Main Street
Clarence, NY 14031-1927
Judy Sirianni, President
Telephone: 716-631-3888
Fax: 716-631-3946
Members: 600+

East Aurora Chamber of Commerce, Greater

<http://www.eanycc.com>
652 Main Street
East Aurora, NY 14052-1783
Gary D. Grote, Executive Director
Telephone: 716-652-8444
Fax: 716-652-8384
Members: 630
**Serves the following communities: Aurora, Colden, East Aurora, Elma, Holland, Marilla, and Wales.*

Eden Chamber of Commerce

<http://www.edenny.org/chamber.html>
8584 South Main Street
Eden, NY 14057
Curt Ortlinghaus, President
Telephone: 716-992-4799
Fax: 716-992-4751
Members: 178

Evans - Brant Chamber of Commerce

<http://www.ebccny.org>
70 North Main Street
Angola, NY 14006
Michelle Parker, President
Telephone: 716-549-3221
Fax: 716-549-3475
Members: 175

CHAMBERS OF COMMERCE //

Gowanda Area Chamber of Commerce

<http://www.gowandanychamber.org>

49 West Main Street
Gowanda, NY 14070
Jennine Sauriol, President
Telephone: 716-532-2834
Fax: 716-532-2834
Members: 140

Grand Island Chamber of Commerce

<http://www.gichamber.org>

2257 Grand Island Boulevard
Grand Island, NY 14072
Eric Fiebelkorn, President
Telephone: 716-773-3651
Fax: 716-773-3316
Members: 300

Hamburg Chamber of Commerce Inc.

<http://www.hamburg-chamber.org>

6122 South Park Avenue
Hamburg, NY 14075
Betty B. Newell, President
Telephone: 716-649-7917
Fax: 716-649-6362
Members: 700

**Kenmore - Town of Tonawanda
Chamber of Commerce**

<http://www.ken-ton.org>

3411 Delaware Avenue
Kenmore, NY 14217-1422
Tim Malchow, President
Telephone: 716-874-1202
Fax: 716-874-3151
Members: 700

**Lackawanna Area
Chamber of Commerce**

<http://www.lackawannachamber.com>

638 Ridge Road
Lackawanna, NY 14218
Michael J. Sobaszek, Executive Director
Telephone: 716-823-8841
Fax: 716-823-8848
Members: 150

Lancaster Area Chamber of Commerce

<http://www.laccny.org>

PO Box 284, 11 West Main, Suite 100
Lancaster, NY 14086-0284
Megan Burns-Moran, Executive Director
Telephone: 716-681-9755
Fax: 716-684-3385
Members: 400

Orchard Park Chamber of Commerce

<http://www.orchardparkchamber.com>

4211 North Buffalo Road, Suite 14
Orchard Park, NY 14127-2401
Nancy Conley, Executive Director
Telephone: 716-662-3366
Fax: 716-662-5946
Members: 622

Springville Area Chamber of Commerce

<http://www.springvillechamber.com>

23 North Buffalo Street
Springville, NY 14141
David Field, President
Telephone: 716-592-4746
Fax: 716-592-4746 (Same as Tel #)
Members: 200

Tonawandas Chamber of Commerce

<http://www.the-tonawandas.com>

15 Webster Street
North Tonawanda, NY 14120
Joyce M. Santiago, Secretary and Executive Director
Telephone: 716-692-5120
Fax: 716-692-1867
Members: 650

West Seneca Chamber of Commerce

<http://www.westseneca.org>

950-A Union Road, Suite 5
West Seneca, NY 14224
Frank Calieri, Executive Director
Telephone: 716-674-4900
Fax: 716-674-5846
Members: 280

BACHELOR DEGREE PROGRAMS

**2009 - 2010 COLLEGES & UNIVERSITIES
(LISTED BY FULL TIME ENROLLMENT)**

BACHELOR DEGREE	Full Time	Part Time
University at Buffalo	24,101	4,780
Buffalo State College	8,859	2,375
Canisius College	3,849	925
Medaille College	2,629	241
D'Youville College	2,258	713
Daemen College	1,736	634
Houghton College	1,193	36
Hilbert College	840	260
Empire State College	558	630
Total	46,023	10,594
ASSOCIATE DEGREE	Full Time	Part Time
Erie Community College	10,394	3,934
Trocaire College	680	508
Cornell Univ. School of Industrial and Labor Relations	0	12,000
Villa Maria College	370	150
Total	11,444	16,592

Source: Business First Book of Lists, 2010

Buffalo State College

<http://www.buffalostate.edu>

State University of New York
1300 Elmwood Avenue
Buffalo, NY 14222

Aaron M. Podolefsky, President

Telephone: 716-878-4000 (General)
716-878-4101 (President's Office)

Canisius College

<http://www.canisius.edu>

2001 Main Street
Buffalo, NY 14208

John J. Hurley, President

Telephone: 716-883-7000 (General)
716-888-2100 (President's Office)

Daemen College

<http://www.daemen.edu>

4380 Main Street
Amherst, NY 14226

Dr. Martin J. Anisman, President

Telephone: 716-839-8225 (General)
716-839-8210 (President's Office)

D'Youville College

<http://www.dyc.edu>

One D'Youville Square, 320 Porter Avenue
Buffalo, NY 14201

Sister Denise A. Roche, GNSH, Ph.D., President

Telephone: 716-829-8000 (General)
716-829-7673 (President's Office)

Empire State College

<http://www.esc.edu>

Niagara Frontier Center
AppleTree Business Park
2875 Union Road
Cheektowaga, NY 14227

Dr. Alan Davis, President

Nan DiBello, Dean

Telephone: 716-686-7800

Hilbert College

<http://www.hilbert.edu>

5200 South Park Avenue
Hamburg, NY 14075-1597

Cynthia Zane Ed. D, President

Telephone: 716-649-7900 (General)
Same #, Ext. 200 (President's Office)

Houghton College

<http://www.houghton.edu>

One Willard Road
Houghton, NY 14744

Dr. Shirley Mullen, President

Telephone: 1-800-777-2556 (General)
716-674-6363 (President's Office)

Medaille College

<http://www.medaille.edu>

18 Agassiz Circle
Buffalo, NY 14214

Dr. Richard T. Jurasek, President

Telephone: 716-880-2000 (General)
716-880-2201 (President's Office)

University At Buffalo

<http://www.buffalo.edu>

State University of New York
12 Capen Hall
Buffalo, NY 14260

Satish K. Tripathi, President

Telephone: 716-645-2000 (General)
716-645-2901 (Public Relations)

Bryant & Stratton Business Institute

<http://www.bryantstratton.edu>

John J. Staschak, C.P.A., M.B.A., B.S.
President and Chief Executive Officer

Buffalo Downtown Campus

465 Main Street, Suite 400
Buffalo, NY 14203

Marvel Toss-Jones, Campus
Telephone: 716-884-9120

Amherst Campus

3650 Millersport Highway
Getzville, NY 14068
Michael A. Mariani, Campus Director
Telephone: 716-625-6300

Southtowns Campus

200 Red Tail
Orchard Park, NY 14217
Paul Bahr, Campus Director
Telephone: 716-677-9500

Erie Community College

<http://www.ecc.edu>

City Campus

121 Ellicott Street
Buffalo, NY 14203
Telephone: 716-851-1002

South Campus

4041 Southwestern Blvd.
Orchard Park, NY 14127
Telephone: 716-851-1003

North Campus

6205 Main Street
Williamsville, NY 14221
Telephone: 716-851-1002

Jack Quinn, President

ITT Technical Institute

<http://www.itt-tech.edu>

2295 Millersport Highway
Getzville, NY 14068
Lester Burgess, Campus Director
Telephone: 716-689-2200

Trocaire College

<http://www.trocaire.edu>

360 Choate Avenue
Buffalo, NY 14220-2094
Dr. Paul B. Hurley, Jr., President
Telephone: 716-826-1200 (General)

Villa Maria College

<http://www.villa.edu>

240 Pine Ridge Road
Buffalo, NY 14225
Sister Marcella Marie Garus, President
Telephone: 716-896-0700 (General)

GOVERNMENT - LOCAL ELECTED OFFICIALS
Erie County Executive //

Hon. Chris Collins
County Executive, County of Erie

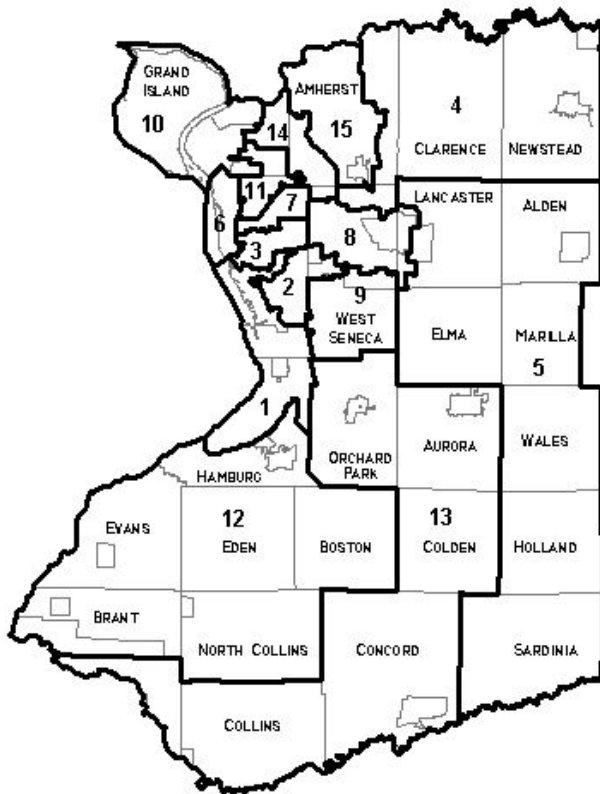
<http://www.erie.gov>

**Edward A. Rath County Office Building**

95 Franklin Street
Room 1600
Buffalo, NY 14202

Telephone: 716-858-8500
Fax: 716-858-8411
Email: countyexec@erie.gov

■ **ERIE COUNTY LEGISLATORS**



PLEASE NOTE

For Additional Information, visit Erie County Legislature
Web Site at:

<http://www.erie.gov/legislature/>

Hon. Daniel M. Kozub

Legislator - 1st District

609 Ridge Road
Lackawanna, NY 14218

Telephone: 716-822-0462

Fax: 716-824-0675

E-mail: Daniel.Kozub@erie.gov



Hon. Timothy J. Wahlen

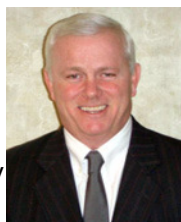
Legislator - 2nd District

1928 South Park Avenue
Buffalo, NY 14220

Telephone: 716-824-6180

Fax: 716-825-9484

E-mail: Timothy.Whalen@erie.gov



Hon. Barbara Miller-Williams

Legislator - 3rd District

427 William Street
Buffalo, NY 14204

Telephone: 716-842-0490

Fax: 716-854-5722

E-mail: bmw@erie.gov



Hon. Raymond W. Walter

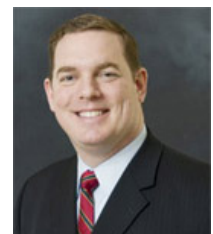
Legislator - 4th District

8180 Main Street
Williamsville, NY 14221

Telephone: 716-631-7650

Fax: 716-631-7652

E-mail: Raymond.Walter@erie.gov



Hon. Dino J. Fudoli

Legislator - 5th District

92 Franklin St., 4th Floor
Buffalo, NY 14202

Telephone: 716-601-3030

Fax: 716-858-8818

E-mail: Dino.Fudoli@erie.gov



Hon. Maria R. Whyte

Legislator - 6th District

286 Lafayette Avenue
Buffalo, NY 14202

Telephone: 716-874-3257

Fax: 716-874-4779

E-mail: Maria.Whyte@erie.gov



Hon. Betty Jean Grant

Legislator - 7th District

790 East Delavan Avenue
Buffalo, NY 14215

Telephone: 716-894-0914

Fax: 716-896-1463

E-mail: BettyJean.Grant@erie.gov



Hon. Thomas J. Mazur

Legislator - 8th District

1214 Walden Avenue
Cheektowaga, NY 14211

Telephone: 716-893-4385
Fax: 716-894-4539

E-mail: Thomas.Mazur@erie.gov



Hon. Lynne Dixon

Legislator - 12th District

92 Franklin Street
Buffalo, NY 14202

Telephone: 716-649-2640
Fax: 716-858-8818

E-mail: Lynne.Dixon@erie.gov



Hon. Christina Wleklinski Bove

Legislator - 9th District

1104 Union Road
West Seneca, NY 14224

Telephone: 716-675-8817
Fax: 716-677-2306

E-mail: bove@erie.gov



Hon. John J. Mills

Legislator - 13th District

92 Franklin Street
Buffalo, NY 14202

Telephone: 716-655-5650
Fax: 716-858-8818

E-mail: jmills13@erie.gov



Hon. Kevin R. Hardwick

Legislator - 10th District

92 Franklin Street
Buffalo, NY 14202

Telephone: 716-873-3438
Fax: 716-858-8818

E-mail: Kevin.Hardwick@erie.gov



Hon. Thomas A. Loughran

Legislator - 14th District

7 Bernhardt Drive
Amherst, NY 14226

Telephone: 716-836-0198
Fax: 716-836-0199

E-mail: Thomas.Loughran@erie.gov



Hon. Lynn M. Marinelli

Legislator - 11th District

1701 Hertel Avenue
Buffalo, NY 14216

Telephone: 716-832-0493
Fax: 716-832-0494

E-mail: Lynn.Marinelli@erie.gov



Hon. Edward A. Rath, III

Legislator - 15th District

92 Franklin Street
Buffalo, NY 14202

Telephone: 716-633-0617
Fax: 716-858-8818

E-mail: edward.rath@erie.gov



▀ **CITY & VILLAGE MAYORS**

CITY MAYORS

Hon. Byron W. Brown
Mayor, City of Buffalo

<http://www.ci.buffalo.ny.us>

65 Niagara Square

201 City Hall

Buffalo, NY 14202

Telephone: 716-851-4841

Fax: 716-851-4360

E-mail: mayorbrownwebmail@ch.ci.buffalo.ny.us

Gerald Chwalinski, City Clerk | 716-851-5431

Hon. Norman L. Polanski, Jr.
Mayor, City of Lackawanna

714 Ridge Road

Lackawanna, NY 14218

Telephone: 716-827-6464

Fax: 716-827-6678

Jacqueline Caferro, City Clerk | 716-827-6470

Hon. Ronald Piloizzi
Mayor, City of Tonawanda

<http://www.ci.tonawanda.ny.us>

200 Niagara Street

Tonawanda, NY 14150

Telephone: 716-695-8645

Fax: 716-695-8314

E-mail: mayor@ci.tonawanda.ny.us

Janice R. Bodie, City Clerk | 716-695-8318

VILLAGE MAYORS

Hon. Carl E. Patterson
Mayor, Village of Akron

<http://www.erie.gov/akron>

21 Main Street, PO Box 180

Akron, NY 14001-0180

Telephone: 716-542-9636

Fax: 716-542-5586

Daniel P. Borchert, Village Clerk | 716-542-9636

VILLAGE MAYORS CONTINUED

Hon. Richard Kegler
Mayor, Village of Alden

13336 Broadway

Alden, NY 14004

Telephone: 716-937-9216

Fax: 716-937-8936

Elizabeth A. Kegler, Village Clerk | 716-937-9216

Hon. Howard M. Frawley
Mayor, Village of Angola

41 Commercial Street

Angola, NY 14006

Telephone: 716-549-1126

Fax: 716-549-5130

E-mail: info@villageofangola.org

Linda D. Giancarlo, Village Clerk | 716-549-1126

Hon. Michael Petrie
Mayor, Village of Blasdell

121 Miriam Avenue

Blasdell, NY 14219

Telephone: 716-822-1921

Fax: 716-822-7127

Email: ejewett@blasdell.org

Janet L. Plarr, Village Clerk | 716-822-1921

Hon. Steven P. Hoffman
Mayor, Village of Depew

<http://www.villageofdepew.org>

85 Manitou Street

Depew, NY 14043

Telephone: 716-683-1400

Fax: 716-683-3538

E-mail: shoffman@villageofdepew.org

Elizabeth Melock, Vil. Clerk/Admin. | 716-683-7451

Hon. Allan A. Kasprzak
Mayor, Village of East Aurora

<http://www.east-aurora.ny.us>

571 Main Street

East Aurora, NY 14052

Telephone: 716-652-6000

Fax: 716-652-1290

E-mail: mayor@eastaurora.ny.us

Kimberly D. Reichert, Vil. Clerk/Adm. | 716-652-6000

Hon. Terry L. Caber, Sr.
Mayor, Village of Farnham

526 Commercial Street
Farnham, NY 14061
Telephone: 716-549-0890
Fax: 716-549-7149
Email: farnhammayor@roadrunner.com
Judy Trask, Village Clerk-Treasurer | 716-549-0890

Hon. Richard L. Klancer
Mayor, Village of Gowanda

27 E. Main Street
Gowanda, NY 14070
Telephone: 716-532-3353
Fax: 716-532-2938
Kathleen Mohawk, Village Clerk | 716-532-3353

Hon. Thomas J. Moses, Sr.
Mayor, Village of Hamburg

<http://www.villagehamburg.com>
100 Main Street
Hamburg, NY 14075
Telephone: 716-649-0200
Fax: 716-646-6558
E-mail: mayor@villageofhamburg.com
Donald P. Witkowski, Vil. Clerk/Admin. | 716-649-0200

Hon. Patrick Mang
Mayor, Village of Kenmore

<http://www.vi.kenmore.ny.us/>
2919 Delaware Avenue
Kenmore, NY 14217
Telephone: 716-873-5700
Fax: 716-873-0004
Email: KJohnson@vikenmore.ny.us
Kathleen P. Johnson, Village Clerk | 716-873-5700

Hon. William G. Cansdale, Jr.
Mayor, Village of Lancaster

<http://www.lancastervillage.org>
5423 Broadway
Lancaster, NY 14086
Telephone: 716-683-2105
Fax: 716-684-4830
Michael Stegmeier, Village Clerk | 716-683-2105

Hon. John G. Mrozek, Jr.
Mayor, Village of North Collins

10543 Main Street
North Collins, NY 14111
Telephone: 716-337-3160
Fax: 716-337-3265
E-mail: villageofnorthcollins@juno.com
Kathleen Myers, Village Clerk | 716-337-3160

Hon. John B. Wilson
Mayor, Village of Orchard Park

4295 S. Buffalo Street
Orchard Park, NY 14127
Telephone: 716-662-9327
Fax: 716-662-0891
E-mail: mayor@orchardparkvillage.org
Mary Beth Jensen, Village Clerk | 716-662-9327

Hon. Leonard C. Syzmanski
Mayor, Village of Sloan

425 Reiman Street
Sloan, NY 14212
Telephone: 716-897-1560
Fax: 716-896-2728
E-mail: sloanny@adelphia.net
Debra Smith, Village Clerk | 716-897-1560

Hon. William J. Krebs
Mayor, Village of Springville

5 West Main Street, PO Box 17
Springville, NY 14141-0017
Telephone: 716-592-4936
Fax: 716-592-7088
E-mail: wkrebs@villageofspringvilleny.com
Timothy L. Horner, Vil. Admin. | 716-592-4936

Hon. Mary E. Lowther
Mayor, Village of Williamsville

<http://www.village.williamsville.ny.us>
5565 Main Street
Williamsville, NY 14221
Telephone: 716-632-4120
Fax: 716-632-6009
Email: m_lowther@village.williamsville.ny.us
Linda Juul, Vil. Clerk/Admin. | 716-632-4120

▀ **TOWN SUPERVISORS**

Hon. Ronald L. Smith
Supervisor, Town of Alden

<http://alden.erie.gov>

3311 Wende Road
Alden, NY 14004

Telephone: 716-937-9286
Fax: 716-937-9817
Email: smithr5@alden.erie.gov
Debra A. Crist, Town Clerk | 716-937-6969

Hon. Barry A. Weinstein
Supervisor, Town of Amherst

<http://www.amherst.ny.us>

5583 Main Street
Williamsville, NY 14221

Telephone: 716-631-7032
Fax: 716-631-7146
E-mail: bweinstein@amherst.ny.us
Deborah Bucki, Town Clerk | 716-631-7045

Hon. Jolene M. Jeffe
Supervisor, Town of Aurora

<http://www.townofaurora.com>

5 South Grove Street
East Aurora, NY 14052

Telephone: 716-652-7590
Fax: 716-652-3507
E-mail: jjeffe@townofaurora.com
Martha L. Librock, Town Clerk | 716-652-3280

Hon. Martin A. Ballowe
Supervisor, Town of Boston

www.townofboston.com

8500 Boston State Road
Boston, NY 14025

Telephone: 716-941-6113
Fax: 716-941-6116
Email: supervisorballowe@townofboston.com
David J. Shenk, Town Clerk | 716-941-6113

Hon. Leonard K. Pero
Supervisor, Town of Brant

<http://www.brantny.com>

1294 Brant-North Collins Road
P.O. Box 228
Brant, NY 14027

Telephone: 716-549-0282
Fax: 716-549-0623
E-mail: supervisor@brantny.com
Thea Ells, Town Clerk | 716-549-0282

Hon. Mary F. Holtz
Supervisor, Town of Cheektowaga

<http://www.tocny.org>

3301 Broadway and Union Road
Cheektowaga, NY 14227

Telephone: 716-686-3400
Fax: 716-686-3551
E-mail: mholtz@tocny.org
Alice Magierski, Town Clerk | 716-686-3434

Hon. Scott A. Bylewski
Supervisor, Town of Clarence

<http://www.erie.gov/clarence>

One Town Place
Clarence, NY 14031

Telephone: 716-741-8930
Fax: 716-741-4715
Email: sbylewski@clarence.ny.us
Nancy C. Metzger, Town Clerk | 716-741-8938

Hon. Annie M. Hoffman
Supervisor, Town of Colden

<http://www.erie.gov/colden/>

S-8812 State Road, PO Box 335
Colden, NY 14033

Telephone: 716-941-5022
Fax: 716-941-9335
Email: coldensupervisor@colden.erie.gov
Alice M. Wangelin, Town Clerk | 716-941-5012

Hon. Merle A. Harvey
Supervisor, Town of Collins

<http://www.townofcollinsny.org>

14093 Mill Street
P.O. Box 420
Collins, NY 14034

Telephone: 716-532-4874
Fax: 716-532-3968
Becky Jo Summers, Town Clerk | 716-532-4874

Hon. Gary A. Eppolito
Supervisor, Town of Concord

<http://www.townofconcordny.com>

86 Franklin Street
P.O. Box 368
Springville, NY 14141

Telephone: 716-592-4946
Fax: 716-592-5030
Email: supervisor@townorconcordny.com
Mary E. Bolt, Town Clerk | 716-592-4946

Hon. Glenn R. Nellis
Supervisor, Town of Eden

<http://www.edennyny.org>

2795 E. Church Street
Eden, NY 14057-0156

Telephone: 716-992-3408

Fax: 716-992-4131

Mary Jo Hultquist, Town Clerk | 716-992-3406

Hon. Dennis M. Powers
Supervisor, Town of Elma

<http://elmanewyork.com>

1600 Bowen Road
Elma, NY 14059

Telephone: 716-652-3260

Fax: 716-652-3560

Email: supervisor@elma.newyork.com

Patricia A. King, Town Clerk | 716-652-3260

Hon. Francis J. Pordum
Supervisor, Town of Evans

<http://www.townofevans.com>

8787 Erie Road
Angola, NY 14006-9600

Telephone: 716-549-5787

Fax: 716-549-0972

E-mail: supervisor@townofevans.org

Jonica DiMartino, Town Clerk | 716-549-8787

Hon. Peter A. McMahon
Supervisor, Town of Grand Island

<http://www.grand-island.ny.us>

2255 Baseline Road
Grand Island, NY 14072

Telephone: 716-773-9600

Fax: 716-773-9618

E-mail: pmcmahon@grand-island.ny.us

Patricia A. Frentzel, Town Clerk | 716-773-9600

Hon. Steven J. Walters
Supervisor, Town of Hamburg

<http://www.townofhamburgny.com>

S-6100 South Park Avenue
Hamburg, NY 14075

Telephone: 716-649-6111

Fax: 716-649-4087

Email: supervisor@townofhamburg.com

Catherine Rybczynski, T. Clerk | 716-649-6111, Ext. 2360

Hon. Michael C. Kasprzyk
Supervisor, Town of Holland

<http://www.erie.gov/holland/>

47 Pearl Street
Holland, NY 14080

Telephone: 716-537-9443

Fax: 716-537-9454

Sandra Smith, Town Clerk | 716-537-9443

Hon. Robert H. Giza
Supervisor, Town of Lancaster

<http://www.lancasterny.com>

21 Central Avenue
Lancaster, NY 14086

Telephone: 716-683-1610

Fax: 716-683-0512

Johanna M. Coleman, Town Clerk | 716-683-9028

Hon. George Gertz
Supervisor, Town of Marilla

<http://www.townofmarilla.com>

S-1740 Two Rod Road
Marilla, NY 14102

Telephone: 716-652-7293

Fax: 716-652-2541

E-mail: ggertz@townofmarilla.com

Dawn Pearce, Town Clerk | 716-652-5350

Hon. David L Cummings
Supervisor, Town of Newstead

<http://www.erie.gov/newstead/>

Five Clarence Center Road
P.O. Box 227
Akron, NY 14001

Telephone: 716-542-1231

Fax: 716-542-3702

E-mail: dcummings@townofnewstead.com

Dawn D. Izydorczak, Town Clerk | 716-542-4573

Hon. Thomas R. O'Boyle
Supervisor, Town of North Collins

<http://www.northcollinsny.org>

2061 Sherman Avenue,
PO Box 640
North Collins, NY 14111

Telephone: 716-337-3839

Fax: 716-337-3839

Margaret J. Orrange, Town Clerk | 716-337-3391

ERIE COUNTY BUSINESS ASSISTANCE DIRECTORY

GOVERNMENT - LOCAL ELECTED OFFICIALS

▮ TOWN SUPERVISORS CONTINUED

Hon. Janis A. Colarusso
Supervisor, Town of Orchard Park

<http://www.orchardparkny.org>

4295 S. Buffalo Street
Orchard Park, NY 14127

Telephone: 716-662-6400

Fax: 716-662-6479

E-mail: opsupervisor@orchardparkny.org

Carol R. Hutton, Town Clerk | 716-662-6410

Hon. Mary L. Hannon
Supervisor, Town of Sardinia

<http://www.erie.gov/sardinia/>

12320 Savage Road
Sardinia, NY 14134

Telephone: 716-496-8900

Fax: 716-496-8917

Email: townofsardinia@gmail.com

Betty A. Marsh, Town Clerk | 716-496-8900

Hon. Anthony F. Caruana
Supervisor, Town of Tonawanda

<http://www.tonawanda.ny.us>

2919 Delaware Avenue
Kenmore, NY 14217

Telephone: 716-877-8804

Fax: 716-877-1261

Email: acaruana@tonawanda.ny.us

Marissa Brinson, Town Clerk | 716-877-8800

Hon. Rickey A. Venditti
Supervisor, Town of Wales

<http://www.townofwales.com>

12345 Big Tree Road
Wales Center, NY 14169

Telephone: 716-652-0589

Fax: 716-652-3703

Sharon Marfurt, Town Clerk | 716-652-0589

Hon. Wallace C. Pitrowski
Supervisor, Town of West Seneca

<http://www.westseneca.net>

1250 Union Road
West Seneca, NY 14224

Telephone: 716-558-3253

Fax: 716-675-7205

E-mail: wpitrowski@twyny.org

Patricia C. DePasquale, Town Clerk | 716-558-3215

GOVERNMENT - STATE ELECTED OFFICIALS

▮ GOVERNOR

Hon. Andrew M. Cuomo
Governor, State of New York

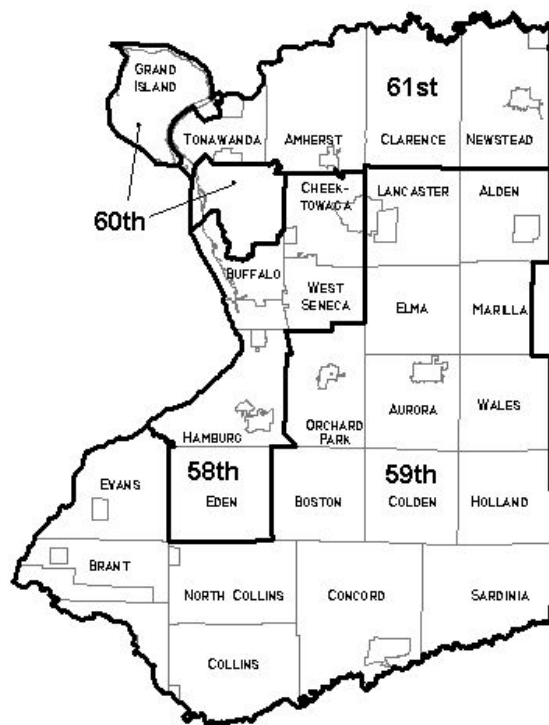
<http://www.ny.gov/>



Executive Chamber
State Capitol
Albany, NY 12224

Telephone: 518-474-8390

E-mail: gov.cuomo@chamber.state.ny.us



PLEASE NOTE

Districts 59, 60 and 61 extend beyond
Erie County

For Additional Information, visit the
Senate Web Site at:

<http://www.senate.state.ny.us>

Hon. Timothy M. Kennedy 58th District

Local Office:

2239 South Park Ave.
Buffalo, NY 14220

Telephone: 716-826-2683

Fax: 716-823-2793

Albany Office:

506 Legislative Office Building
Albany, NY 12247

Telephone: 518-455-2426

Fax: 518-426-6851

E-mail: kennedy@nysenate.gov



Hon. Mark Grisanti 60th District

Local Office:

65 Court Street, Rm.213
Buffalo, NY 14202

Telephone: 716-854-8705

Fax: 716-854-3051

Albany Office:

902 Legislative Office Building
Albany, NY 12247

Telephone: 518-455-3240

Fax: 518-426-6738

E-mail: grisanti@nysenate.gov



Hon. Patrick M. Gallivan 59th District

Local Office:

4729 Transit Rd., Suite 7
Depew, NY 14043-4880

Telephone: 716-656-8544

Fax: 716-656-8961

Albany Office:

947 State Capital Building
Albany, NY 12247

Telephone: 518-455-3471

Fax: 518-426-6949

E-mail: gallivan@nysenate.gov



Hon. Michael H. Ranzenhofer 61st District

Local Office:

8203 Main St., Suite 4
Williamsville, NY 14221

Telephone: 716-631-8695

Fax: 716-634-4321

Albany Office:

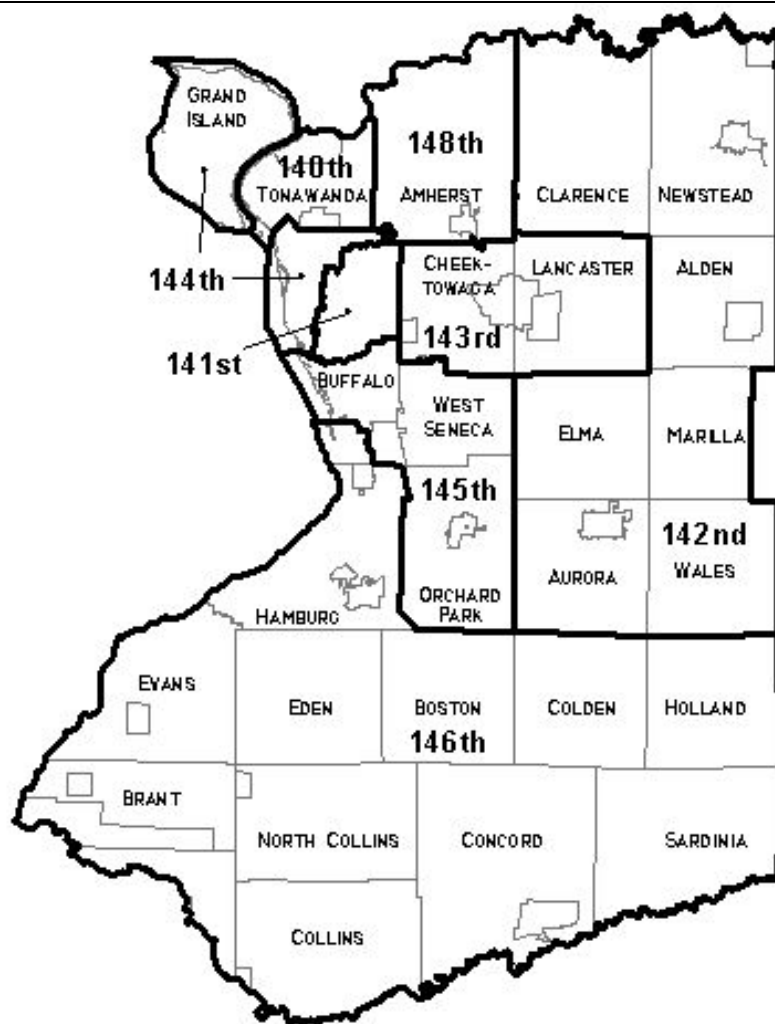
848 Legislative Office Building
Albany, NY 12247

Telephone: 518-455-3161

Fax: 518-426-6963

E-mail: ranz@senate.state.ny.us





PLEASE NOTE

Districts 140, 142 and 148 extend beyond Erie County

For Additional Information, visit the Assembly Web Site at:
<http://www.assembly.state.ny.us>

Hon. Robin Schimminger

140th District

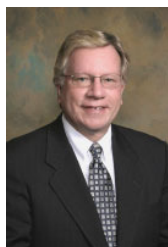
<http://www.robinschimminger.com>

Local Office:

3514 Delaware Avenue
Kenmore, NY 14217
Telephone: 716-873-2540
Fax: 716-873-5675

Albany Office:

847 Legislative Office Building
Albany, NY 12248
Telephone: 518-455-4767
Fax: 518-455-4724
E-mail: schimmr@assembly.state.ny.us



Hon. Crystal D. Peoples-Stokes

141st District

Local Office:

792 E. Delavan Avenue
Buffalo, NY 14215
Telephone: 716-897-9714
Fax: 716-897-1154

Albany Office:

619 Legislative Office Building
Albany, NY 12248
Telephone: 518-455-5005
Fax: 518-455-5471
E-mail: peoplec@assembly.state.ny.us



Hon. Jane L. Corwin

142nd District

<http://www.janecorwin.com>

Local Office:

8180 Main Street
Clarence, NY 14221

Telephone: 716-839-4691

Fax: 716-839-4693

Albany Office:

721 Legislative Office Building
Albany, NY 12248

Telephone: 518-455-4601

Fax: 518-455-5257

E-mail: corwinj@assembly.state.ny.us



Hon. Mark J. F. Schroeder

145th District

Local Office:

2189 Seneca Street
Buffalo, NY 14210

Telephone: 716-826-0152

Fax: 716-826-0347

Albany Office:

510 State Capitol Building
Albany, NY 12248

Telephone: 518-455-4691

Fax: 518-455-5238

E-mail: schroem@assembly.state.ny.us



Hon. Dennis H. Gabryszak

143rd District

<http://dennishgabryszak.com>

Local Office:

2560 Walden Avenue, Suite 109
Cheektowaga, NY 14225

Telephone: 716-686-0080

Fax: 716-686-0083

Albany Office:

327 Legislative Office Building
Albany, NY 12248

Telephone: 518-455-5921

Fax: 518-455-3962

E-mail: gabryszakd@assembly.state.ny.us



Hon. Kevin Smardz

146th District

Local Office:

3812 South Park Avenue
Blasdell, NY 14219

Telephone: 716-826-1878

Fax: 716-826-0808

Albany Office:

628 Legislative Office Building
Albany, NY 12248

Telephone: 518-455-4462

Fax: 518-455-5560

E-mail: smardzk@assembly.state.ny.us



VACANT

144th District

Local Office:

936 Delaware Avenue
Buffalo, NY 14209

Telephone: 716-885-9630

Fax: 716-885-9636

Albany Office:

547 Legislative Office Building
Albany, NY 12248

Telephone: 518-455-4886

Fax: 518-455-4890

Hon. James P. Hayes

148th District

Local Office:

5555 Main Street
Williamsville, NY 14221

Telephone: 716-634-1895

Fax: 716-634-1250

Albany Office:

426 Legislative Office Building
Albany, NY 12248

Telephone: 518-455-4618

Fax: 518-455-5023

E-mail: hayesj@assembly.state.ny.us



▄ **UNITED STATES (U.S.) SENATE**

Hon. Kirsten E. Gillibrand

<http://gillibrand.senate.gov>

Local Office:

Larkin at Exchange
726 Exchange Street
Buffalo, NY 14210

Telephone: 716-854-9725

Fax: 716-854-9731

Washington Office:

United States Senate
Russell Senate Office Building
Room 478

Washington, DC 20510

Telephone: 202-224-4451

Fax: 202-228-0282

E-mail: senator@gillibrand.senate.gov



Hon. Charles E. Schumer

<http://schumer.senate.gov>

Local Office:

130 South Elmwood Avenue
Suite 660
Buffalo, NY 14202

Telephone: 716-846-4111

Fax: 716-846-4113

Washington Office:

United States Senate
Hart Senate Building
Room 322

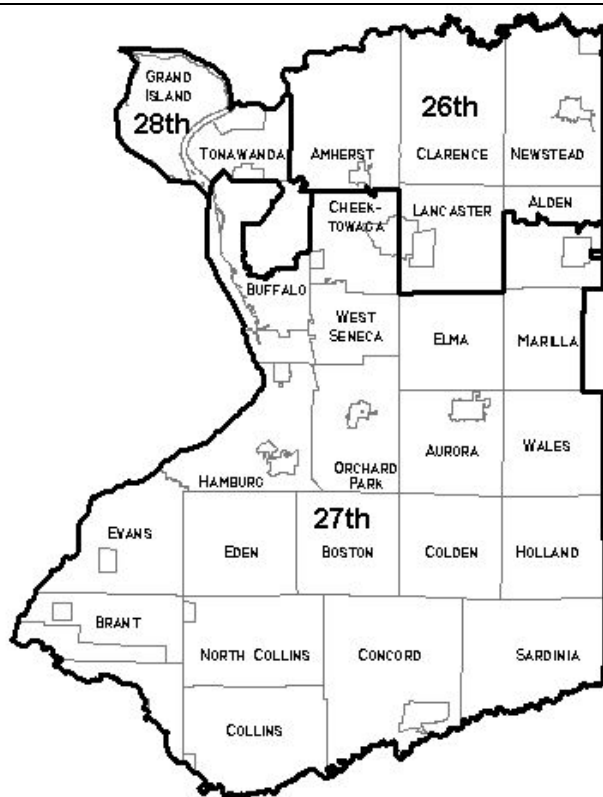
Washington, DC 20510

Telephone: 202-224-6542

Fax: 202-228-3027

E-mail: senator@schumer.senate.gov





PLEASE NOTE

All Congressional Districts listed (26, 27 and 29)
extend beyond Erie County

Hon. Kathleen C. Hochul **26th District**

<http://hochul.house.gov>

Local Office:

325 Essjay Road, Suite 405
Williamsville, NY 14221
Telephone: 716-634-2324
Fax: 716-631-7610

Washington Office:

1711 Longworth
House Office Building
Washington, DC 20515

Telephone: 202-225-5265
Fax: 202-225-5910



Hon. Brian Higgins **27th District**

<http://higgins.house.gov>

Local Office:

Larkin at Exchange
726 Exchange Street
Suite 601
Buffalo, NY 14210
Telephone: 716-852-3501
Fax: 716-852-3929

Washington Office:

Rayburn House Office Building
Room 2459
Washington, DC 20515
Telephone: 202-225-3306
Fax: 202-226-0347



Hon. Louise M. Slaughter **28th District**

<http://www.louise.house.gov>

Local Office:

465 Main Street
Suite 105
Buffalo, NY 14203
Telephone: 716-853-5813
Fax: 716-853-6347

Washington Office:

Rayburn House Office Building
Room 2469
Washington, DC 20515
Telephone: 202-225-3615
Fax: 202-225-7822



REFERENCE GUIDE

Provides a very brief summary of County Departments and Divisions.

County Executive, Erie County

Hon. Chris Collins	716-858-8500
Jeffrey H. Hart, Deputy County Exec.	716-858-8500
Chris Grant, Chief of Staff	716-858-8500

The County Executive is the elected chief executive officer and administrative head of Erie County government. Develops financial and administrative policies, proposes legislation to the Erie County Legislature, appoints department heads and coordinates the management of all county departments. The County Executive also appoints members of governing boards, advisory boards and task forces. Represents Erie County to local, state and federal governments and at public events. These responsibilities are fulfilled by a Deputy County Executive, a Deputy County Executive – Chief of Staff, (both listed above) and executive staff, pursuant to their laws of the State of New York, the Erie County Charter, and the Administrative Code.

Board of Elections

Ralph M. Mohr, Commissioner	716-858-7786
Dennis E. Ward, Commissioner	716-858-7787

The Erie County Board of Elections office is dedicated to providing the information, education, and technology needed for fair elections and for the public to become effective and empowered voters.

Budget and Management, Division of

Greg Gach, Director	716-858-8327
---------------------	--------------

The Division of Budget and Management is responsible for the preparation of the tentative operating budget and the capital budget, the implementation and monitoring of the adopted budget, and coordination of departmental communications with the County Legislature on all the budget matters requiring legislative approval.

Buffalo & Erie County Public Library

Mary Jean Jakubowski, Director	716-858-8900
--------------------------------	--------------

The Buffalo and Erie County Public Library (B&ECPL) serves as a center of information, education, culture, and entertainment for the residents of Erie County.

Central Police Services, Department of

Peter M. Vito, Commissioner	716-858-6365
-----------------------------	--------------

Provides centralized, countywide basic supportive services to all law enforcement and criminal justice agencies in Erie County. Such services include police training, computerized records and information retrieval, forensic laboratory, communication services and the countywide 911 emergency telephone system.

Clerk, Erie County

VACANT	716-858-8865
Auto Bureau	716-858-7450

The Erie County Clerk's Office is responsible for recording, filing and maintaining a central repository of legal documents and records. This includes property titles, land and real estate transactions and those related to corporate filings, assumed names, Supreme Court and County Court papers. The County Clerk's office also issues driving, hunting, and fishing licenses as an agent for the state.

Comptroller, Erie County

Hon. Mark C Poloncarz	716-858-8400
-----------------------	--------------

The independently elected Comptroller is the Chief Accounting and Reporting Officer, Chief Auditing Officer, and Chief Fiscal Officer for the County

District Attorney

Hon. Frank A. Sedita III	716-858-2424
--------------------------	--------------

Erie County's chief prosecutor is responsible for investigating crime, presenting evidence to the Grand Jury, and implementing the just prosecution of persons indicted for criminal offenses. The District Attorney tries felonies in Erie County and New York State Supreme Courts, as well as misdemeanors and non-criminal offenses in the City, Town and Village Courts of Erie County.

Emergency Services, Department of

Gregory W. Skibitsky, Commissioner	716-858-6578
------------------------------------	--------------

This Department is responsible for providing comprehensive, centralized planning and coordination of emergency services in Erie County. It develops and maintains a comprehensive disaster plan to maximize the timeliness and effectiveness of response in the event of disaster or major emergency and coordinates the implementation of the plan as required. It directs and coordinates mutual aid fire operations in the county, and operates the Fire Academy which is responsible for training all fire fighters from the volunteer fire service

Erie County is fortunate to have aggressive federal, state, and local economic development resource partners with relevant programs to help your business grow and prosper in Erie County.

There are many diversified products and services available to help WNY businesses remain competitive and profitable. They range from financing to workforce training to green energy and market development assistance to start-up business planning and strategic operations analysis for ongoing operations.

The Erie County Industrial Development Agency (ECIDA) is your first call for business assistance to make things happen. The ECIDA is committed to responsiveness and service, with a resolve to close deals and complete projects quickly.

Environment and Planning, Department of

Kathy Konst, Commissioner 716-858-8390

The Department of Environment and Planning strives to improve the quality of life of Erie County Residents by working to promote economic growth, ensure environmental quality, provide recreational amenities, support social infrastructure, attract and retain growing businesses, and by planning a community where people want to live, work, and prosper. This Department provides direct services and staff assistance for physical, community and economic development planning and implementation to County government, local governments, residents, and businesses. Services are provided through the Divisions of Planning, Community Development, Environmental Compliance, Sewerage Management, and the Office of Economic Development.

Planning and Environmental Compliance

Darren E. Kempner, CPA, MUP
Dep. Com. of Planning and Environmental Compliance

Thomas J. Dearing, Community Planning Coordinator
Dale J. Morris, Director – GIS
Telephone: 716-858-8390
Fax: 716-858-7248

Thomas J. Hersey, Coor. Pollution Prevention Program
Paul B. Kranz, P.E., CSSGB, Associate Engineer
Telephone: 716-858-6370
Fax: 716-858-7713

The planning unit provides local planning assistance to municipal governments and undertakes long-range planning in specific functional areas, including farmland, environmental features, waterfront, and land use. Other important activities include a project implementation program wherein specific recommendations contained in the long-range plan are carried out through capital construction, grant writing, and project reviews. Environmental Compliance is charged with protecting the environment and our natural resources through the implementation of a variety of environmental and energy-related initiatives focused on addressing the needs of Erie County municipalities, businesses, and citizens. These programs involve achieving the maintaining environmental standards; improving the efficiency of and minimizing the impacts of waste management and energy use practices; advising on proposed environmental statutes, rules, and regulations; protecting and enhancing our Great Lakes resources; and monitoring remediation.

Economic Development

Daniel D. Barry, Dep. Com. of Economic Development
Telephone: 716-858-6231
Fax: 716-858-7248

Kenneth J. Swanekamp, Dir. Of Business Assistance
Christopher S. Pawenski, Coor. Industrial Asst. Program
Telephone: 716-858-8390
Fax: 716-858-7248

Economic Development is responsible for developing strategic economic development plans and operational policies to promote the economic health of Erie County. It provides oversight and linkage with the principal economic development agencies in Erie County, including the Erie County Industrial Development Agency, and advances the business development and expansion needs of companies located in and new to Erie County. Erie County assists with the development of a robust business development program involving all economic development partners, which aggressively responds to the needs of existing businesses and works to capture new investment opportunities.

Sewerage Management

Joseph L. Fiegl, P.E., Dep. Com. for Sewerage Mgmt.
James A. Carr, P.E., Asst. Dep. Com. for Sewerage Mgmt.
Charles Katra, Asst. Dep. Com. for Sewerage Mgmt.

Telephone: 716-858-8383

Fax: 716-858-6257

Responsible for the planning, financing, design and construction, and subsequent operation and maintenance of the County-owned sewerage facilities. The Erie County sewerage system covers one-third (1/3) of developable land.

Equal Employment Opportunity, Div. of

William Lobbins, Director 716-858-7542

The Division is the ombudsman for minority and women business enterprises (M/WBE's). It assists and certifies minority and women business enterprises. The Division audits County contracts for goods, services, and construction to maintain participation goals for M/WBE's. Services are provided to facilitate M/WBE access to County contracts. A Job Bank is available to assist County Departments and local businesses in recruiting protected class members for employment.

Erie County Medical Center

Jody Lomeo, Chief Executive Officer 716-898-3000
Dr. David Eubanks, Medical Director, 716-937-5690
Erie County Home

The Erie County Medical Center (ECMC) is located in Buffalo. It has 550 inpatient beds, 156 skilled nursing home beds, and more than 40 outpatient specialty care clinics throughout Western New York. ECMC is a regional center for trauma, burn, rehabilitation, and cardiac care and is also a major teaching facility for the University at Buffalo. ECMC Corporation also operates the Erie County Home, a skilled nursing facility with 586 beds located in Alden.

Health, Department of

Anthony J. Billittier IV, M.D., 716-858-7690
FACEP, Commissioner

The Erie County Department of Health serves the communities and individuals within the County by providing an array of nationally recognized essential public health services.

Information and Support Services, Div. of

Cheryl Mekarski, Director 716-858-8696
Bridget Corcoran, Dir. Of Purchasing 716-858-6315

The Division of Information and Support Services provides centralized support services for County departments. Division is composed of three bureaus. The Bureau of Information and Support Services include telecommunications, information system management and support, mail services, operation of a graphic centers, and a copy and print center. Bureau of Purchase supports County departments as the central purchasing agent for supplies, materials and services.

Labor Relations, Department of

Chris Putrino, Commissioner 716-858-8476
The Department of Labor Relations negotiates and administers collective bargaining agreements with the labor organizations representing the employees of the County of Erie. It is the mission to interact with public employee unions and other employees as the representative of Erie County government and the Erie County taxpayer.

Law, Department of

Kristin Klein Wheaton, Acting County Attorney 716-858-2200

Responsible for providing legal services to the County of Erie and is headed by the Erie County Attorney. Composed of three divisions: The Division of Law, the Division of Risk Retention, and the Division of Workers' Compensation.

Legislature, Erie County

92 Franklin Street | 4th Floor | Buffalo, NY 14202

Robert M. Graber, Clerk 716-858-7500

The Erie County Legislature is composed of fifteen (15) elected legislators (see Pages 30-31) representing the residents of Erie County. Functions as the law making body of Erie County, pursuant to the laws of the State of New York and the duties defined in the Erie County Charter and Administrative Code. The Legislature operates through eight (8) standing committees which consider and examine the business of the Legislature and submit recommendations to the full body for final disposition. General administration of the Legislature is the responsibility of the Clerk of the Legislature and the central staff. Legislators are assisted by minority and majority staff.

Mental Health, Department of

Philip R. Endress, LCSW, ACSE, Commissioner 716-858-8531

The Department of Mental Health oversees mental disability services for over 48,000 Erie County residents each month through contracts with 42 community based agencies, including the Erie County Medical Center and Erie County Departments of Senior Services, Social Services, and Youth Services. The Department of Mental Health is administratively responsible for planning, directing, coordinating, and monitoring programs of prevention, treatment, and rehabilitation involving mental health, mental retardation-developmental disabilities, and alcohol and substance abuse services.

Parks, Recreation and Forestry, Dept. of

James Hornung Sr., Commissioner 716-858-8355

The Department of Parks, Recreation, and Forestry is responsible for the development, operation and maintenance, design and construction of all county parks and recreation facilities. Facilities include 2 golf courses, botanical gardens, 11 county parks, 2 beaches, 3 Buffalo River Urban Parks, 3,500 acres of county forest land, and 5 county undeveloped parks.

Personnel, Department of

John W. Grennan, Commissioner 716-858-8484
 Susan V Sizemore, Director, Office for the Disabled 716-858-6215

The Department of Personnel is responsible for implementing and maintaining programs and services that support and facilitate the recruiting, selection, hiring, development and retention of employees based upon merit and in accordance with Civil Service Law and Regulations. Also, administers, interprets and enforces Civil Service Law for the County and municipalities and coordinates administration of Civil Service exams and the certification of eligible lists.

Probation, Department of

Rachelle Cybulski, Director 716-858-8200

The mission of the Department of Probation is to provide community protection, reduce crime by lowering recidivism rates, to hold offenders accountable for their actions and to compensate and restore victims. The Department of Probation is also responsible for providing timely and accurate information to the various upper and lower criminal courts in Erie County and Family Court.

Public Advocacy, Department of

Sawrie Becker, Commissioner 716-858-8307

Public advocacy office for all residents of Erie County includes the division on the status of women and consumer protection. The Department of Public Advocacy provides professional and quality advocacy services to assure fair and equal treatment of all county residents without regard to race, sex, religion, age, disability, and national origin.

Public Works, Department of

Gerard J. Sentz, P.E., Commissioner 716-858-8300

The Department of Public Works is responsible for planning, designing, constructing maintaining, and repairing the physical facilities of the County, including its roads, bridges, buildings and grounds. It performs the function of County Engineer, and directs the operations of the Highway Division County Road Fund, which is administered by the Deputy Commissioner of Highways. The Department is divided as follows: Commissioner's Office (responsible for oversight of the Department and capital improvements to buildings), Bureau of Fleet Services supports departments as a central equipment repair maintenance function, Division of Weights and Measures (tests, inspects and certifies the accuracy of all commercial weighing and measuring devices), the County Road Fund (responsible for the maintenance and construction of County roads, bridges, and culverts) and the County Utilities Fund (responsible for the procurement and disaggregation of utilities to County facilities).

Real Estate & Space Utilization, Div. of

Michelle Mazzone, Dir. of Real Estate 716-858-7555

Provides leadership and accountability in the sound delivery of county government real estate asset and management services. As entrusted by the public, the County will use its best efforts to meet its obligation to use public funds in the most efficient and effective manner by realizing cost savings and re-utilization of County space.

Real Property Tax Services, Dept. of

Joseph Maciejewski, CCD, Director 716-858-8320
The Department of Real Property Tax Services maintains the tax maps covering all municipalities within Erie County and provides updated maps to local assessors. The Department also prepares the County, Town, School, and Village property tax bills and maximizes the collection of all current and delinquent real property taxes.

Senior Services, Department of

Brenda W. Ward, Commissioner 716-858-8320
The mission of the Department of Senior Services of Erie County is to provide leadership to promote the optimal well-being older adults by empowering them to lead lives of independence, health, and dignity and to facilitate the development of comprehensive, coordinated and cost-effective services within the community to meet present and future needs of seniors and their caregivers.

Sheriff, Erie County

Hon. Timothy B. Howard 716-858-7608
 Correctional Facility 716-858-5513
 Jail Management 716-858-7300

The Erie County Sheriff serves as the County's elected chief law enforcement official and is responsible for the enforcement of federal and state civil and criminal laws and county, town and village ordinances. The Office of the Sheriff provides police and patrol services, investigates crimes, conducts crime prevention programs and performs public safety and emergency services designed to protect persons and property in Erie County. The Division of Jail Management operates out of two sites - Erie County Holding Center, located in Buffalo, and Erie County Correctional Facility located in Alden.

Social Services, Department of

Carol Dankert, Commissioner 716-858-7511
The Department of Social Services is responsible for administering public welfare programs for eligible needy families and individuals in Erie County. Programs include Public Assistance (Family Assistance).

STOP DWI, Erie County

John F. Sullivan, Project Director 716-858-6291
The Erie County STOP-DWI Program is a County Government Office, established under New York State Vehicle and Traffic Law, and charged with coordinating Erie County's alcohol traffic safety (drunk driving) efforts. The sole source of funding is fine revenue collected from drunken drivers in Erie County Courts. There are no tax dollars used in STOP-DWI projects.

Veterans Service Agency

Marlene Roll, Director 716-858-6363
The Veterans Service Agency serves as an advocate for veterans. This Agency counsels and assists veterans and their dependents to ensure they receive all the benefits available to them under federal, state, and local laws.

➤ **ADJACENT COUNTY CONTACTS**

(Quick reference)

C A T T A R A U G U S

Cattaraugus County Government

<http://www.cattco.org/>

303 Court Street
Little Valley, NY 14755
Hon. Crystal J. Abers, Chairman of County Leg.
John R. Searles, Clerk
Telephone: 716-938-2577
Fax: 716-938-2760

Cattaraugus Industrial Development Agency, County of

PO Box 1749, 3 E. Washington St
Ellicottville, NY 14731
Corey R. Wiktor, Executive Director
Telephone: 716-699-2005
Fax: 716-699-2942

C H A U T A U Q U A

Chautauqua County Government

<http://www.co.chautauqua.ny.us>

Gerace Office Building, 3 North Erie St.
Mayville, NY 14757-1007
Hon. Gregory J. Edwards, County Executive
Telephone: 716-753-4000
Fax: 716-753-4756

Chautauqua County Industrial Development Agency & Dept. of Economic Development

<http://www.ccida.com>

200 Harrison Street
Jamestown, NY 14701
William Daly, Administrative Director
Telephone: 716-661-8900
Fax: 716-483-6679

G E N E S E E

Genesee County Government

<http://www.co.genesee.ny.us>

The Old Courthouse, 7 Main Street
Batavia, NY 14020
Hon. Mary Pat Hancock, Chair. of County Leg.
Jay A Gsell, County Manager
Telephone: 585-344-2550
Fax: 585-344-8582

Genesee Industrial Development Agency, County of

<http://www.gcedc.com>

1 Mill Street
Batavia, NY 14020-3118
Steven G. Hyde, CEO
Telephone: 585-343-4866
Fax: 585-343-0848

N I A G A R A

Niagara County Government

<http://www.niagaracounty.com>

County Court House
PO Box 461, Lockport, NY 14094-2740
Hon. William Ross, Chairman of County Legislature
Telephone: 716-439-7000
Fax: 716-439-7124

Niagara County Industrial Development Agency (NCIDA) & Department of Economic Development

<http://www.ncida.org>

6311 Inducon Corporate Drive
Sanborn, NY 14132
Samuel M. Ferraro, Commissioner
Dept. of Econ. Dev.
Telephone: 716-278-8750
Fax: 716-278-8757

W Y O M I N G

Wyoming County Government

<http://www.wyomingco.net>

143 North Main Street
Warsaw, NY 14569
A. Douglas Berwanger, Chairman of the Board
Telephone: 585-786-8800 (General)
585-786-8877 (Berwanger)
Fax: 585-786-8802

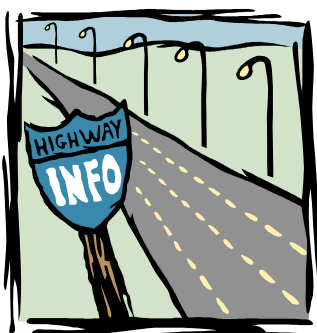
Wyoming County Industrial Development Agency & Planning & Development

<http://www.wyomingco.net/econ/homepage.htm>

6470 Route 20A, Suite 4
Perry, NY 14530-9796
Michael Heftka, Executive Director (WCIDA)
Telephone: 585-237-4110
Fax: 585-237-4113

SMALL BUSINESS REFERENCE SECTION

Starting a business is a rough road to follow. There are many obstacles and potholes that will occur on an entrepreneur's journey to take a product, idea or service that they have in their mind - to making it a profitable venture. The following four pages are designed to provide a solid starting point. The first two pages (46-47) outline some basic steps that a person (or persons) must take to



operate a legal entity. The second two pages (48-49) provide an entrepreneur with the needed components of a business plan. A good business plan is essentially a map that will help to obtain capital, and direct the individual when things get bumpy. Below, are helpful agencies that are available to guide entrepreneurs and/or start-ups. In other words, don't be afraid to ask for directions.

SMALL BUSINESS/START-UP RESOURCES - TECHNICAL BUSINESS ASSISTANCE

Additional contacts and information for each agency can be found at the page number listed after contact name.

Chambers of Commerce

See Pages 26-27

Erie County Government - County Clerk's Office**

Tel: 716-858-8785 | 716-858-7467 (DBA Info.)
<http://www.erie.gov/depts/government/clerk.phtml>
 92 Franklin Street | Buffalo, NY 14202

Records and files all records for the purchase and sale of real property, legal documents and business transactions such as registering a "Doing Business As" (DBA).

EC Gov. - Buffalo and Erie County Public Library

Tel: 716-856-8900 | <http://www.buffalolib.org>
 1 Lafayette Square | Buffalo, NY 14203
 Mary Jean Jakubowski, Director | Pg. 15

The Business, Science & Technology Department provides census, demographics, small business, export-import, patents, standards and other business information.

Erie County Industrial Development Agency (ECIDA)*

Tel: 716-856-6525 | <http://www.ecidany.com>
 143 Genesee Street | Buffalo, NY 14203
 Alfred Culliton, Chief Operating Officer | Page 17

Works in conjunction with local area banks, and the U.S. Small Business Administration (SBA) on loan program targeted at minority, women and/or start-up business enterprises. Web site hosts the Entrepreneurial Service Network for life science/high tech companies. Operates a public-private venture capital fund to invest in high-tech companies that have large growth potential.

Government - Local**

See Pages 32-36 | Clerks are listed under each municipality

Governor's Office of Regulatory Reform (GORR)

Tel: 518-486-3292 | <http://www.gorr.state.ny.us>
 Agency Bldg. 1 - 4th Floor | Empire State Plaza, PO Box 2107 | Albany, NY 12220-0107
 Robert Hermann, Director | Page 17

Offers permit assistance and general information regarding regulatory reform. For permit assistance only, call 1-800-342-3464

SCORE

Tel: 716-551-4301 | <http://buffalniagara.score.org/>
 130 South Elmwood Avenue | Suite 540 | Buffalo, NY 14202 | Page 21
Free business counseling by men and women who have had successful business careers as company executives or owners of their own business.

Small Business Development Center (SBDC)**

Tel: 716-878-4030 | <http://www.nys-sbdc.suny.edu>
 Buffalo State College, Cleveland Hall 206 |
 1300 Elmwood Avenue | Buffalo, NY 14222
 Susan McCartney, Director | Page 21

Provides one-to-one counseling to start-up and existing small businesses on a wide range of advisory, training and research services including the preparation of business plans, marketing programs and financial strategies.

U.S. Small Business Administration (SBA)

Tel: 716-551-4301 | <http://www.sba.gov/regions/states/ny/buff.html>
 130 South Elmwood Avenue, Suite 540 | Buffalo, NY 14202
 Franklin Sciortino, District Director | Page 22

Programs assist with every aspect of starting a business, from developing a business plan to obtaining financing, from marketing products and services to managing a company. The general loan program, which represents the majority of the agency's total loan effort, promotes small business growth by guarantees of up to 80% of the amount provided by commercial lenders. Also offers Surety Bonds and Minority Enterprise Development program.

UB Center for Entrepreneurial Leadership (CEL)

Tel: 716-885-5715 | <http://www.mgt.buffalo.edu/cel>
 672 Delaware Ave. | Buffalo, NY 14209
 Tom Ulbrich, Executive Director | Page 23

Assists in regional economic development by helping existing firms grow. Provides a ten-month professional development program.

R E S O U R C E S O N T H E W E B

NYS Department of Taxation – Business Taxpayer Page

<http://www.tax.state.ny.us/sbc/>
Provides information and forms

SBDC's Frequently Asked Questions

<http://www.nys-sbdc.suny.edu/info/faqs/faqs.html>

U.S. Small Business Administration – Starting Your Business

http://www.sba.gov/starting_business/index.html

* Life Science / High Tech Sector Assistance

** Permit Assistance

Note: Also See Minority/Women Business Assistance Resources in Subject Index on Page 10

The material presented on pages 48-49 is a courtesy of the Governor's Office of Regulatory Reform (GORR). Material was excerpted from GORR's "Starting A Business" brochure. Certain text has been edited from original publication.

I. INTRODUCTION

The following text on Pages 48-49 contains general information for starting a business. It is designed to be a handy reference guide for general business requirements, and is not intended to offer legal or financial advice. Filing fees and tax rates were current on the date of publication, but should be verified prior to finalizing your business plans. We suggest discussing your business plan with an attorney and/or accountant.

II. STATE LICENSES OR PERMITS

Some businesses require specific New York State permits. The Governor's Office of Regulatory Reform defines a permit as any required license, registration, or similar form of authorization required by New York State. Examples of businesses that require a permit are: motor vehicle repair shops, beauty salons, food establishments, real estate sales, and child day care centers. For assistance in identifying New York State permits contact:

Governor's Office of Regulatory Reform (Also see P. 17)
P.O. Box 2107 | Albany, New York 12220-0107
800-342-3464 or 518-486-3292
www.gorr.state.ny.us | Permit Database: www.nys-opal.com

III. LOCAL PERMITS

A person contemplating starting a business should be aware of local laws. It is important to contact the village, town, or city (P. 32-36) and county clerk (P. 15) where the business plans to locate. Examples of local considerations are zoning, parking, sign regulations, and certain occupational licenses such as auctioneers, electricians, and plumbers. It is advisable to contact your local government (P. 32-36) first.

IV. LEGAL STRUCTURE

The most common forms of business organizations are: **sole proprietor, partnership, limited liability company, and corporation**. If you plan to conduct business under a name other than your own, the name must be registered. Keep in mind that registering is not permission to conduct business. The following is a brief outline of the most common business structures.

A. SOLE PROPRIETORSHIP

A sole proprietorship is the simplest form of business. It may be suited to the start-up of a one-person business. However, the single owner assumes all business responsibilities, including unlimited financial liability incurred by the business.

Form: A Certificate of Conducting Business as a Sole Proprietor must be filed. This form can be obtained from a legal supply store. Complete the form, have it notarized, and file the original with the county clerk in each county where the business is conducted.

Fees: \$25 plus \$4-\$5 for each certified copy. Three copies are usually needed: one for the business, one for the bank, and one for the county clerk.

Self-Employment Tax: This tax is similar to the Social Security tax withheld from wage earners. Self-employment tax is based on net earnings of \$400 or more. Currently, the self-employment tax rate is 15.3%. This rate is separated into the Social Security portion (12.4%) and the Medicare portion (2.9%). The maximum net earnings subject to Social Security are \$87,000. There is no maximum limit to the amount subject to Medicare. All net earnings for self-employment are subject to the Medicare part of the tax.

Estimated Tax: If the total of estimated income tax and self-employment tax for the year exceeds total withholding and credits by \$400 or more, you may be required to make federal estimated tax payments. The threshold for determining when to pay estimated tax payments for New York is \$300. On the federal and state personal income tax returns, income from the business is considered business income rather than wage or salary.

B. PARTNERSHIP

A partnership is the relationship between two or more persons or companies that carry on a trade or business together. In the absence of a partnership agreement, the NYS Partnership Law sets forth the rights and duties of the partners.

Form: A Certificate of Conducting Business as Partners must be filed. This form can be obtained from a legal supply store. Complete the form, have it notarized, and file the original with the county clerk in each county where the business is conducted.

Fees: \$25 plus \$4-\$5 for each certified copy. Three copies are usually needed: one for the business, one for the bank, and one for the county clerk. (The filing fee in the five counties comprising New York City is \$100; certified copies are \$10.)

Limited Partnership: A certificate is required to be filed with the New York State Department of State. A notice must be published in two newspapers in the county where the business is located each week for six successive weeks specifying the details of the limited partnership within 120 days after filing. The filing fee for a limited partnership is \$200.

Self-Employment Tax and Estimated Tax: See information under Sole Proprietorship.

Partnerships must file both state and federal partnership returns. Partners should also include their share of the partnership income on their state and federal personal income tax returns. Income from a partnership is considered business income rather than wages or salaries.

C. LIMITED LIABILITY COMPANY

A Limited Liability Company is an unincorporated business organization of one or more persons having limited liability for the contractual obligations and other liabilities of the business, other than a partnership or trust.

Form: Articles of Organization must be filed with the New York State Department of State (see corporations). A notice must be published in two newspapers in the county where the business is located each week for six successive weeks specifying the details of the limited liability company within 120 days after filing.

Fees: \$5 for each name search, \$20 for reservation of name, \$200 for articles of organization, \$25 each for affidavits of publication.

Tax Obligations: Publication 16 from the NYS Department of Taxation & Finance explains tax requirements for annual filing fees and to conform to New York personal income tax and corporation franchise tax.

D. CORPORATIONS

A New York State corporation is an entity separate and distinct from the individual(s) who own and manage the business. A corporation is authorized to sell, buy, and inherit property in its own name and is legally endowed with rights, powers, and duties in the conduct of lawful activities. Business corporations are operated for profit and are authorized to raise capital by selling shares of interest in the corporation. A corporation's debts and obligations are distinctly its own.

New York State Governor's Office of Regulatory Reform – Guide For Starting A Business

CORPORATIONS CONTINUED

Form: A form can be obtained from the New York State Department of State, drafted by an attorney, or purchased from a legal supply store.

Fees: \$5 for each name search, \$20 for reservation of name, \$125 for certificate of incorporation.

File With:

NYS Department of State Division of Corporations
41 State Street | Albany, NY 12231-0001
518-473-2492 | Email: corporations@dos.state.ny.us

Corporate Franchise Tax: Corporations must file a franchise tax report and pay a franchise tax for all or part of each calendar/fiscal year the corporation exists. Corporations are required to file federal tax returns.

S Corporation: Under Section 1362 of the Internal Revenue Code, certain small business corporations may report income on personal tax returns. Individual shareholders who wish to obtain this option must file federal Form 2553. Once approval is granted by the Internal Revenue Service Election Form CT-6 must be filed with the NYS Dept. of Taxation & Finance.

Not-for-Profit Corporations: The assets, income, and profit of the corporation shall not be distributed to the benefit of the members, directors, or officers except to the extent permitted by statute. The filing fee is \$75 with the NYS Department of State. Obtain approval from the Internal Revenue Service before requesting approval from the NYS Department of Taxation & Finance.

Foreign Corporations: An out-of-state corporation must be authorized by the New York State Department of State to do business in New York. The filing fee for foreign authority is \$225 and a certificate of existence from the jurisdiction in which the corporation is organized must be attached.

V. TAX OBLIGATIONS

New York: The NYS Department of Taxation & Finance's Publication 20, "New York State Tax Guide for New Businesses," provides basic information about New York Tax Law and regulations. This publication outlines the procedures to follow and forms to file with the NYS Department of Taxation and Finance to fulfill your tax obligations.

Sales and Use Tax: If tangible personal property is sold, admissions collected, hotel or motel rooms rented, or amusement fees charged, NYS sales and local tax must be collected, and remitted to the NYS Department of Taxation & Finance, usually on a quarterly basis. Completed forms should be filed at least 20 days prior to the opening of your new business. Forms and Publications are available from:

NYS Department of Taxation & Finance
Sales Tax Registration
W. Averill Harriman Campus | Albany, NY 12227
Forms: 800-462-8100 or 518-485-6800
Information: 800-225-5829 or 518-485-6800
www.tax.state.ny.us | apply online: www.nys-opal.com

VI. FEDERAL (EMPLOYER) IDENTIFICATION NUMBER

Sole proprietorships, partnerships, limited liability companies, and corporations (including "S" corporations and non-profit organizations) must have a Federal Identification Number. Sole proprietors can use their Social Security number unless they pay wages to one or more employees, or are required to file pension or excise tax returns, such as those for alcohol, tobacco, or firearms.

Form: SS-4 Application for Employer Identification Number. For information contact:

800-829-3676 or 800-829-1040
www.irs.ustreas.gov

VII. EMPLOYER RESPONSIBILITIES

The Immigration Reform and Control Act of 1986: All employers are required to verify employment eligibility of new employees. The law obligates an employer to process Employment Eligibility Verification Form I-9. For information contact:

Immigration and Naturalization Service
800-375-5283
www.ins.usdoj.gov

Employee Withholding Allowances and Exemptions:

Withholding and paying federal and state income tax and Social Security tax is usually the responsibility of the employer. The amount of income tax withheld depends upon the exemptions declared by the employee on federal Form W-4 and/or NYS Publication WT 100 (New York State Withholding Tax Guide). Federal Circular E (Employer's Tax Guide) explains how to withhold taxes from the wages of employees.

Federal Insurance Contributions Act (FICA): Financed through Social Security taxes, FICA provides hospital insurance and other benefits for the elderly, survivors, and the disabled. Taxes are levied on both the employer and employee, and withheld by the employer. The employer and employee each contribute 6.2% (total 12.4%) of wages. Of that amount, 6.2% is earned for Medicare (hospital insurance). The maximum wages subject to Social Security is \$87,000. There is no ceiling on wages subject to the Medicare tax.

Federal Unemployment Tax: If an employer pays wages of \$1,500 or more during any quarter or if a worker is employed at least one day in each of 20 weeks during a year, unemployment taxes must be paid. Special conditions prevail for certain groups. The gross federal unemployment tax rate is 6.2%.

Forms: 800-829-3676.

Information: 800-829-1040.

New York State Unemployment Insurance: In general, employers are liable as of the first day of any calendar quarter in which wages totaling \$300 or more are paid, or as of the day a business was purchased or succeeded a liable employer. Special conditions apply for not-for-profit organizations, agricultural employers, and employers of domestic or household workers. For information contact:

NYS Department of Labor
Unemployment Insurance Division
State Campus, Building 12
Albany, NY 12240
518-457-5807
To apply online: www.nys-opal.com

Workers' Compensation Benefits: Are usually provided by the employer through insurance. Workers' Compensation provides cash for workers who become disabled because of a job-related injury or illness. Contact the Workers' Compensation Board for exclusions and special conditions. Insurance is available either through a private insurance carrier or the State Insurance Fund. **NOTE:** Workers' Compensation is also available to sole proprietors or partners who have no employees.

Disability Benefits: Ensures that employees are covered for non-employment related accidents and illness. Disability benefits are usually provided through insurance. They can be paid for jointly by the employer and employee or entirely by the employer. This insurance is available either through a private insurance carrier or the State Insurance Fund.

SMALL BUSINESS REFERENCE SECTION

Small Business Development Center Guidelines for Entrepreneurs or Start-ups Seeking Capital

The material presented on pages 50-51 is a courtesy of the local Small Business Development Center (SBDC) at Buffalo State College. Although the process may appear complicated, as a federally sponsored agency, the SBDC at Buffalo State College is able to provide free one-on-one assistance to entrepreneurs. If you have any questions, or would like to schedule an appointment, contact the SBDC at 716-878-4030. Additional information on the SBDC can be found on page 21.

BUSINESS PLAN CONTENTS

Developing and maintaining a successful business requires planning. In some cases it may only be a concept in the entrepreneur's mind. A written business plan can be an invaluable business tool that the entrepreneur can use to identify and exploit opportunities. It is also helpful in anticipating problems and developing strategies for avoiding or minimizing those problems.

Preparing a comprehensive, written business plan has a number of significant benefits to the entrepreneur including:

- Forcing the entrepreneur to establish goals.
- Focusing the entrepreneur's attention on all aspects of the business (sales, finance, organization, etc.)
- Forcing an entrepreneur to consider the interrelationship of each facet of the business. For example, is the plant large enough to satisfy the projected sales demand? If not, what will it cost to build additional capacity and when will it be needed?
- Giving the entrepreneur the background for making decisions that are consistent over time and that consider the ultimate goals and objectives of the business.
- Presenting an overview of the projected business and information that prospective investors and lenders might want.

The intended use of the plan will influence what format, layout and content are chosen. For example, the sequence and emphasis of the plan may differ when requesting friends or relatives to provide seed capital and/or requesting a bank to provide a working capital line of credit. A venture capitalist may be most interested in long-term return on capital and the price earnings ratio at the time of initial public offering. Banks, on the other hand, may be most interested in the cash flow available to service debt. The plan may be packaged so that the section of most interest to a particular reader can be placed first. Graphics make many ideas easier to understand. Financial information, for example, may be the best communicated with bar or pie chart. Flow charts may make it easier to understand the steps of manufacturing or design process. Such diagrams make the plan more inviting and easier to comprehend.

While each business plan will be different, depending on the business and what the plan will be used for, the following is an **outline of items** that might be addressed in a business plan.

GOALS AND OBJECTIVES

- A statement of the goals of the company.
- A list of specific objectives and when they will be accomplished.

PRODUCTS AND SERVICES

- Description of the product line. If the company plans on developing more than one product, how will the promotion and manufacture of one affect the other?
- Proprietary position - patents, copyrights, trademarks, and other legal and technical considerations.
- Requirements of regulatory agencies.
- Comparison of competitor's products.
- Break-even analysis by product.

UNIQUE COMPETITIVE ADVANTAGE

- Management experience or skills.
- Product superiority or price advantage.
- Market advantages, such as large contracts with a major customer or supplier.
- Other advantages, such as proximity to a large market, or proximity of labor supplies, raw materials, energy, transportation or inexpensive labor.

MARKET ANALYSIS

- Description of the target market and an approximation of its size and growth potential.
- Site selection for retail outlets - traffic count, disposable income and other demographic characteristics of surrounding area.
- Industry trends.
- Competitors and analysis of their strengths and weaknesses.

MARKETING STRATEGY

- Specific goals and timetables for market penetration.
- Overall strategy and how this will be affected by the reactions of competitors.
- Relationships with suppliers and distributors and any distribution or licensing agreements.
- Selling policy - selection between sales and leasing, credit payment terms.
- Service arrangements, product support and customer training, and warranty terms.
- Promotion and advertising plans.
- Pricing policy - whether it will be determined by competition or by cost of goods, and how market forces will affect pricing.
- How products will be distributed - licensing, franchising, agency contracts, wholesaling retailing or direct sales.

Small Business Development Center Guidelines for Entrepreneurs or Start-ups Seeking Capital ▀

MANUFACTURING PROCESS

- Materials and components required for products.
- Sources of supply and alternatives if materials become unavailable.
- Production methods.
- Condition of production facilities and equipment.
- Environmental factors restricting use of chemicals, disposal of wastes, pollution and noise control, potential impact.
- Labor requirements and effects of strikes, collective bargaining and turnover. How will changes in compensation structure or productivity affect the business?
- Availability and cost of transportation, energy and other utilities.
- Quality assurance products.
- Plant capacity and long term alternatives.

MANAGEMENT PLAN

- Form of business organization.
- Board of Directors composition.
- Detail of stock ownership, names of stockholders and shares owned. Potential ownership, warrants, rights, and options should be also discussed.
- Organization chart and responsibilities of officers.
- Experience and background of principles and key employees and any potential problems, such as agreements not to compete.
- Investment involvement of principal.
- Staffing plan/number of employees. Include plans for additions of employees, when they will be needed and the qualifications that will be required.
- Space requirements, facilities plan and planned capital improvements.
- Operating plan and schedule of upcoming work for next one to two years.
- Internal control, accounting, inventory and management reporting systems.

FINANCIAL DATA

- Current audited (or revised) financial statement, if available.
- Three to five year financial projections (first year by quarters; remaining years annually) including profit-and-loss statements, balance sheets, cash flow statement and capital expenditure estimate.
- Explanation of projections (assumptions).
- Start-up, and research and development costs.
- Analysis of capitalization decisions, such as whether to lease or buy equipment.
- Analysis of fixed costs versus those that vary with business or production level.
- Key business ratios with comparison to industry averages.
- Access to funding sources, such as industrial revenue bonds and public sector financing.

FINANCIAL DATA CONTINUED

- Analysis of cost alternatives, such as subcontracting for production of components rather than producing them in house or contracting with outsiders for financial or other services.
- Explanation of use and effect of new funds.
- Potential return to investors compared to competitors and the industry in general.

EXECUTIVE SUMMARY

If a business plan will be used for presentation to potential lenders or investors, it should be prefaced with an executive summary. This summary is to give the reader an overview of the business plan. It must be well written, brief (two-to-five pages at the most) and to the point. It should include the following:

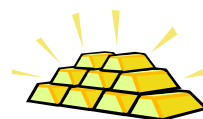
- Purpose of business plan – for example, to attract investment from venture capitalists.
- Business description; name, location and plant description, products, market and competition, and management expertise.
- Business goals and timetables.
- The market and competition, both current and anticipated, and a discussion of market share.
- Summary of your market strategy.
- Listing of key management personnel and their experience.
- Summary of the unique advantage that will contribute to the success of the business.
- Summary of financial needs and application of funds.
- Payback period, earnings projections and potential return to investors.

ADDITIONAL INFORMATION

Although the summary should ideally catch the reader's eye and induce the individual to read more, it will be the only thing some of them read. As a result, it should be present your company to potential lenders and investors not only clearly and concisely, but also completely.

If you use the business plan as the basis for applying for a loan from the bank, you may be required to provide additional information about yourself and your personal financial situation. Such additional information items may include credit references, income tax returns and personal financial statements.

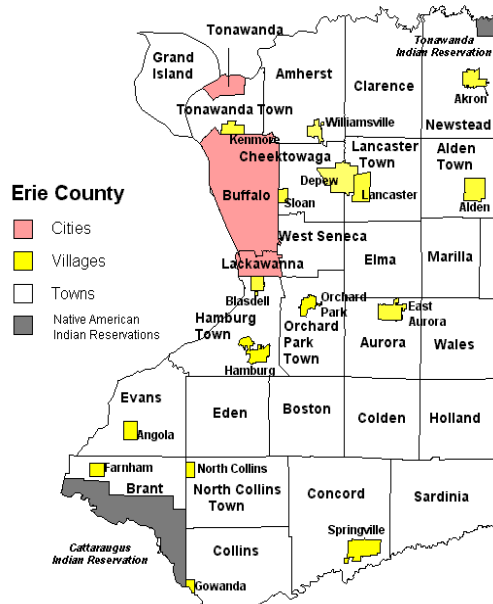
Finally, you may ask why do you have to do all this? The answer -- remember the Golden Rule.



“Those whom have the GOLD make the rules”

ERIE COUNTY FACTS

ERIE COUNTY AT A GLANCE



Number of Cities	3
Number of Villages	16
Number of Towns	25
Total Number of Municipalities	44
Land Area - Square Miles	1,044.7
Land Area - Square Kilometers	2,705.7

POPULATION

2008 Total	909,845
2000 Total	950,265
% Change '00 - '08	-4.3%
Population Density '00	910 persons per sq. mile

Source: U.S. Census Bureau



2006 POPULATION

BY RACE

(TOTAL POPULATION - 921,390)

	#	%
White (not Hispanic or Latino)	748,896	81
Black or African American (not Hispanic or Latino)	123,273	13.4
Asian (not Hispanic or Latino)	18,689	2
Two or more races	13,310	1
American Indian and Alaska Native (not Hispanic or Latino)	4,861	0.5
Some other race	12,296	1.3
Native Hawaiian and Other Pacific Islander (not Hispanic or Latino)	65	0.007

Source: U.S. Census Bureau

POPULATION CHANGE 2000 - 2009

Area	2009	2000	POP. CHANGE #	%
CITIES				
Buffalo	270,240	292,648	-22,408	-7.7
Lackawanna	17,539	19,064	-1,525	-8.0
Tonawanda	14,766	16,136	-1,370	-8.5
Total Cities	302,545	327,848	-25,303	-7.7
TOWNS				
Alden	10,287	10,470	-183	-1.7
Amherst	115,535	116,510	-975	-8.4
Aurora	13,504	13,996	-492	-3.5
Boston	7,805	7,897	-92	-1.7
Brant	1,829	1,906	-77	-4.0
Cheektowaga	87,496	94,019	-6,523	-6.9
Clarence	28,084	26,123	1,971	7.5
Colden	3,271	3,323	-52	-1.7
Collins	7,047	8,307	-1,215	-14.6
Concord	8,376	8,526	-150	-1.8
Eden	7,714	8,076	-352	-4.4
Elma	11,351	11,304	47	.42
Evans	16,822	17,594	-772	-4.4
Grand Island	19,025	18,621	404	2.2
Hamburg	55,989	56,259	-270	-5
Holland	3,489	3,603	-114	-3.2
Lancaster	40,386	39,019	1,367	3.5
Marilla	5,579	5,709	-130	-2.3
Newstead	8,349	8,404	-55	-.7
North Collins	3,250	3,376	-126	-3.7
Orchard Park	28,607	27,637	970	3.5
Sardinia	2,669	2,692	-23	-0.9
Tonawanda	71,749	78,155	-6,406	-8.2
Wales	2,835	2,960	-125	-4.2
West Seneca	43,753	45,920	-2,167	-4.7
Total Towns	604,811	620,406	-15,595	-2.5
RESERVATIONS				
Cattaraugus	1,882	2,001	-119	-6.0
Tonawanda	9	10	-1	-.1
Total Reserve	1,891	2,011	-120	-6.0
Erie County	909,247	949,758	-40,511	-4.3

VILLAGES

(Village populations are included in Town Totals)

Akron	2,967	3,085	-118	-3.8
Alden	2,549	2,666	-117	-4.4
Angola	2,130	2,266	-136	-6.0
Blasdell	2,505	2,718	-213	-7.8
Depew	9,394	16,629	-7,235	-43.5
East Aurora	6,251	6,673	-422	-6.3
Farnham	311	322	-11	-3.4
Gowanda (pt.)	2630	2,842	-212	-7.5
Hamburg	9,402	10,116	-714	-7.1
Kenmore	14,954	16,426	-1,472	-9.0
Lancaster	11,065	11,188	-123	-1.1
North Collins	999	1,079	-80	-7.4
Orchard Park	3,039	3,294	-255	-7.7
Sloan	3,436	3,775	-339	-8.9
Springville	4,165	4,252	-87	-2.0
Williamsville	5,100	5,573	-473	-8.5

Source: U.S. Census Bureau

ERIE COUNTY FACTS

2006 POPULATION BY SEX AND AGE

(TOTAL POPULATION - 921,390)

	#	%
Male	442,707	48
Female	478,683	52
Under 9 years	103,195	11.2
10 to 14 years	62,654	6.8
15 to 24 years	136,365	14.8
25 to 34 years	103,195	11.2
35 to 44 years	126,230	13.7
45 to 54 years	142,815	15.5
55 to 64 years	105,038	11.4
65 to 74 Years	66,340	7.2
75 Years and Over	76,475	8.2
Median Age (years)	39.7	100

Source: U.S. Census Bureau

HOUSEHOLDS

2007 Total	374,234
2000 Total	380,873
% Change '00 - '07	-.02%

Source: U.S. Census Bureau



AVERAGE HOUSEHOLD SIZE

2007	2.39
2000	2.41

Source: U.S. Census Bureau

FAMILIES

2007 Total	231,357
2000 Total	243,539
% Change '00 - '07	-5.0%

Source: U.S. Census Bureau

UNEMPLOYMENT RATES FOR ERIE COUNTY

2008	5.8%
2007	4.9%

Source: NYS Department of Labor

BUFFALO - NIAGARA MSA

PRIVATE SECTOR EMPLOYMENT BY INDUSTRY

July 2008

(Data are not seasonally adjusted. Data are preliminary and subject to revision.)

Industry	#*	%
Natural Resources	20,700	2.7
Construction & Mining		
Manufacturing	58,600	7.7
Wholesale & Retail Trade	84,100	11.1
Trans., Warehousing & Util.	101,800	13.4
Finance & Insurance	26,600	3.5
Services	374,700	49.4
Government	91,600	12.2
Total	758,100	100

Source: NYS Dept. of Labor

*Rounded to the nearest hundred

MAJOR PRIVATE SECTOR EMPLOYERS

(FULL-TIME EMPLOYEES IN WNY)

Kaleida Health www.kaleidahealth.com	10,000
HSBC Bank USA N.A. www.us.hsbc.com	5,848
Buffalo City School District www.buffaloschools.com	5,389
Catholic Health System www.chsbuffalo.org	5,191
Employer Services Corp. www.myesc.com	5,033
Tops Markets Inc. www.topsmarkets.com	4,600
M&T Bank www.mtb.com	4,431
Seneca Gaming Corp. www.senecagamingcorp.com	4,009
Catholic Diocese of Buffalo www.buffalodiocese.com	3,500
Wegman's Food Markets www.wegmans.com	3,009
Roswell Park Cancer Institute www.roswellpark.com	3,000
Seneca Niagara Casino www.senecaniagaracasino.net	2,715
ECMC Corp. www.ecmc.edu	2,673
Elderwood Senior Care www.elderwood.com	2,622
Delphi Thermal & Interior www.delphiauto.com	2,600
Wilson Farms Inc. www.wilsonfarms.com	2,500
Dresser Rand Co. www.dresser-rand.com	2,400
People Inc. www.people-inc.com	2,372
Moog Inc. www.moog.com	2,370
Verizon-New York www.verizon.com	1,975
Mercy Hospital of Buffalo www.chsbuffalo.com	1,767
General Motors Powertrain-Tonawanda Engine www.gm.com	1,100

Source: Business First Book of Lists, 2009

WEB SITES FOR REGIONAL INFORMATION, LABOR MARKET INFORMATION AND DEMOGRAPHICS

Buffalo Niagara Enterprise | www.buffaloniagara.org

NYS Department of Labor | www.labor.state.ny.us

U.S. Census Bureau | <http://factfinder.census.gov>

WNY Regional Information Network | <http://wnyrin.com>

Workforce NY | www.workforcenewyork.org/lmi/

NOTES:

[illegible]